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# FOREIGN TRADE

III

OTTAWA, MARCH 13, 1948

No. 63





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*Foreign Trade* is published weekly, in English and French. The subscription rate is *One Dollar* per year for delivery in Canada and \$3.50 per year for delivery outside Canada. A limited number of single copies is available for ten cents a copy. All subscriptions and orders should be forwarded to the King's Printer, Government Printing Bureau, Ottawa.

Published by Authority of  
Right Hon. C. D. Howe  
Minister of Trade and Commerce

M. W. Mackenzie  
Deputy Minister

# FOREIGN TRADE

OTTAWA, MARCH 13, 1948

Published Weekly

By

Foreign Trade Service

Department of Trade and Commerce

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**COVER SUBJECT**—Harvesting wheat in New South Wales, Australia, which has entered into an agreement with Canada and the United States to supply 500,000,000 bushels of wheat per annum to thirty-three importing countries. Canada's share in each of the five crop years, commencing August 1, 1948, is 250,000,000 bushels, while that of the United States is 185,000,000 bushels and of Australia is 85,000,000 bushels. The ceiling price, as indicated in an article in this issue of *Foreign Trade*, is \$2.00 per bushel, while the floor price in the first year is \$1.50 per bushel.

*Photo courtesy Sydney Morning Herald*



# Twenty Per Cent Token Shipment Scheme Maintained by Britain

*Board of Trade provides for entry of 192 items on quota basis, and for Canadian exporters with prewar markets in United Kingdom to obtain import licences—Two additions to original list and eight deletions—Token plan inaugurated in April, 1946.*

CANADA'S quota of token shipments to the United Kingdom during the current calendar year will be maintained at twenty per cent of the average value of prewar imports during the basic period of 1936-38 inclusive. Provision has been made by the British Board of Trade for the entry of 192 items on this quota basis, and for any Canadian exporter with a prewar market in Great Britain for any of these commodities to obtain import licences for token shipments. The Export Division of the Department of Trade and Commerce will certify token shipment vouchers for eligible exporters up to the full amount of their quotas. Any unfilled balances remaining from 1947 quotas should be cleared through the British Customs by March 31, 1948.

Additions to the previous list are leather footwear and manufactures of mulga wood. Deletions from the previous list are outboard motors, portable electric generators, damask table linen, greeting cards, snapshot mounting corners, paper towels and napkins, furniture of bamboo canes, wickerwork, or similar material, and lighter flints.

Headings of five items have been revised to read as follows: Proofed clothing of all kinds; leather gloves, not including industrial gloves; cotton boot, shoe and corset laces and braid; waterproof rubber footwear of all types; and men's felt hats, unlined. The effect of these revisions is to exclude industrial gloves and men's lined felt hats, while including corset laces and braid, and several types of women's rubber footwear.

## Token Shipment Plan Instituted in 1946

The token shipment scheme came into operation on April 8, 1946, and quotas to the approximate value of \$1,500,000 were issued during the remaining nine months of the year. Despite this relatively modest total value, the plan made it possible for 115 Canadian firms to reintroduce their products to the British market, which had been closed to them during the war years. It meant that money and effort invested before the war in establishing Canadian brands would not be wasted. The number of eligible Canadian firms is now 224, to each of which the Export Division has forwarded advice to the effect that its quota has been established for the current year.

## Listed Items Approved for 1948 Shipment

A total of 170 items was approved for token shipment in 1946, and additions were made to the list during 1947. The 192 commodities that will now be admitted on the token basis are listed below:

### Food, Drink and Tobacco

Rolled or flaked oats.  
Cheese rennet.  
Vegetable butter colouring  
Whisky.  
Glace cherries.

Bottled fruits, processed for serving with ice-cream.  
 Canned lobster.  
 Pickles.  
 Mustard.  
 Olives preserved in salt or brine.  
 Canned vegetables (other than tomatoes and tomato puree).  
 Quick frozen peas.  
 Canned soups.  
 Canned macaroni and spaghetti.  
 Canned pork and beans.  
 Jelly powder.  
 Sugar confectionery of all kinds, not including cocoa preparations.  
 Marshmallow (cooking ingredient).  
 Quick frozen fruits.  
 Cigarettes.  
 Manufactured and smoking tobacco.  
 Onion and garlic salt.  
 Pectin (domestic pack).

## **Articles Wholly or Mainly Manufactured**

### **Coke and Manufactured Fuel, Meta Fuel, Pottery, Glass Abrasives, Etc.**

Glazed wall tiles.  
 Industrial porcelain insulators.  
 Illuminating glassware, the following:  
     oil lamp chimneys  
     hurricane lamp glasses  
     globes and shades.  
 Table glassware, the following:  
     plain stemware  
     tumblers  
     tableware  
     heat-resisting glassware.  
 Coloured sheet and plate window glass.  
 Mirrors conforming in size and shape to those in current use for utility furniture.  
 Meta fuel.  
 Bottles other than ornamental, pharmaceutical and medicine, and wine and spirit bottles.  
 Manufactured abrasive cloths, papers and discs.  
 Granite pavement kerbs and setts.

### **Iron and Steel and Manufactures Thereof, Non-ferrous Metals and Manufactures**

Pipe joints of non-malleable cast iron.  
 Pipe joints of iron or steel, excluding malleable cast-iron and non-malleable cast iron.  
 Woven wire cloth, gauze, fabric or meshing.  
 Nails, tacks and staples of all kinds (including hob-nails, boot and shoe studs and spikes).  
 Rivets of iron and steel.  
 Precision screws and other precision turned parts of metal.  
 Bolts and nuts of all kinds other than precision bolts and nuts.  
 Cooking and heating appliances and parts.  
 Anti-skid chains.  
 Furniture of metal (other than domestic furniture).  
 Ice cream cabinets.  
 Milk churns, cans, pails and strainers.  
 Aluminium and aluminium alloys in sheets, discs, wire, tubes, rods, angles, shapes and sections.  
 Aluminium cooking utensils.  
 Aluminium kitchen utensils.  
 Beer barrels made of aluminium and aluminium alloys.  
 Mechanical valves.  
 Gasolene and kerosene pressing irons.

### **Cutlery, Hardware, Implements and Instruments**

Domestic cutlery, spoons and forks.  
 Locks, padlocks, keys, key blanks.  
 Axes.  
 Forks for garden and farm use.  
 Hoes for garden and farm use.  
 Rakes for garden and farm use.  
 Cultivators for garden and farm use.  
 Hand seeders for farm and garden use.  
 Machine knives.  
 Cinematograph cameras and projectors (for 16 mm. film or less).  
 Photographic paper and cloth, unexposed sensitized.  
 Photographic coated paper not sensitized.



Films for photographers' use.  
Photographic plates.  
Sun goggles and sun glasses.  
Safety razors.  
Dental equipment and instruments.  
Pocket watches (except watches in cases made of gold or other precious metals).  
Artificial teeth.  
Spectacle frames other than of gold or gold-filled.

#### **Electrical Goods and Apparatus**

Carbon electrodes.  
Electric light bulbs.  
Electric light fixtures.  
Electric switches.  
Dry batteries (torch).  
Dry batteries (high tension).  
Electric meters.  
Electric fans, complete with motors for domestic use.

#### **Machinery and Parts**

Gear transmissions and gears.  
Domestic, electrically-operated washing machines.  
Lawn mowers.  
Typewriter ribbons.  
Paper machine wires.  
Vacuum cleaners and parts.  
Papermakers' felts.  
Electric refrigerators for domestic purposes and parts.  
Weighing apparatus, other than personal and baby scales, of less than 5 cwt. capacity and sold at a retail price not exceeding £50.  
Rubber belting other than conveyor belting.  
Pulley blocks.  
Domestic hand-operated meat mincers, coffee and spice mills.  
Carpet sweepers and repair parts.  
Aquarium equipment.  
Belt fasteners for conveyor belts.  
Stopping machines, razor grinders and razor sharpeners all hand-operated.

#### **Manufactures of Wood and Timber**

Wood wool.  
Wooden picture and mirror frames.  
Domestic woodware.  
Wooden spring blind or shade rollers.  
Filing boxes or filing trays (of wood or cardboard).  
Wooden mouldings for picture and mirror frames.

#### **Cotton Manufactures**

Woven cotton piece-goods of all kinds.  
Varnished cambric and insulating material.  
Furnishing fabrics of cotton and cotton-rayon mixtures.  
Bed ticking.  
Made up cotton goods, the following:  
    quilts  
    counterpanes,  
    and other bed coverings of cotton and cotton-rayon mixtures.  
Embroidery and embroidered articles (other than apparel) of descriptions currently manufactured in the United Kingdom for the home market, of which the base fabric is wholly or mainly of cotton.  
Finished cotton sewing thread.  
Cotton ribbons and tapes; trimmings of cotton and cotton-rayon mixtures.

#### **Woollen and Worsted Manufactures**

Wool tissues.  
Wool damasks, tapestries and brocades.  
Wool and mohair plushes and other pile fabrics.

#### **Artificial Silk Manufactures**

Woven fabric of a width exceeding 12 inches of artificial silk or artificial silk mixed with other materials except silk. (excluding furnishing fabrics of cotton-rayon mixtures).  
Artificial silk woven fabric of a width not exceeding 12 inches.

#### **Manufactures of Other Textile Materials**

Printed or dyed linen piece-goods.  
Linen canvas not under 12 ozs. per square yard.  
Finished linen thread.  
Saddlers' thread.  
Jute webbing.

## **Apparel**

All-lace trimmed apparel is excluded from the following headings:  
Outer garments other than knitted, netted or crocheted goods, the following:  
    Proofed clothing of all kinds (including baby pants and crib sheets)  
    Men's and boys' clothing  
    Women's, girls' and infants' clothing of artificial silk  
Underwear other than knitted, netted or crocheted goods (excluding corsets and brassieres)  
    Men's shirts  
    Leather gloves (not including industrial gloves)  
    Men's felt hats, unlined  
    Women's felt hats  
    Cotton boot and shoe and corset laces and braid.  
Knitted, netted or crocheted goods (excluding hose) the following:  
    Underwear of all materials  
    Children's outer garments of all materials  
    Men's and women's outer garments of artificial silk  
    Women's fully fashioned stockings of silk, artificial silk, and silk-artificial silk mixtures, not including nylon  
    Women's and children's stockings other than of silk, artificial silk and nylon  
    Men's socks  
    Garters and sanitary belts  
    Corsets, girdles and brassieres  
    Women's dresses other than of silk or artificial silk.

## **Footwear**

Waterproof rubber footwear of all types.  
Rubber heels and soles.  
Leather footwear.

## **Chemicals, Drugs, Dyes and Colours**

Paints and varnishes.  
Bone black.  
Porcelain enamel frit.  
Medicinal preparations packed ready for retail sale under proprietary or trade names.

## **Oils, Fats, Resins, Manufactured**

Petroleum jelly preparations.  
Shampoos, non-liquid, in containers holding not more than one ounce.  
Laundry soap.

## **Leather and Manufactures Thereof**

Fancy leather goods, excluding trunks, travelling bags, handbags, wallets and pouches.

## **Paper, Cardboard, Etc.**

Printing paper of the following types: book, text, cover, litho, offset.  
Writing paper in large sheets (bond, ledger).  
Yellow, varnished paper for bottle cap linings.  
Paper dress patterns.  
Wallpaper.  
Duplicating paper.  
Carbon paper.  
Bristol board.  
Blotting paper.  
Adhesive labels.  
Indexing or filing cards.

## **Parts of Vehicles**

Electrical equipment for cycles and motorcycles  
Sparking plugs.  
Automotive cables.  
Windscreen wipers and parts.

## **Rubber Manufactures**

Rubber soling slabs.  
Elastic braid.  
Rubber bathing caps.  
Household rubber gloves  
Surgeons' rubber gloves.  
Rubber hot-water bottles.  
Rubber garden hose.



## Miscellaneous Articles Wholly or Mainly Manufactured

Sporting cartridges, primed, empty.  
Loaded sporting cartridges and loaded shotgun shells.  
Powder for sporting cartridges.  
Fuses and detonators.  
Sporting guns, sporting rifles and spare parts thereof.  
Baskets and basketware.  
Brushes.  
Musical boxes.  
Buttons of all kinds other than vegetable, ivory and dum buttons.  
Slide fasteners.  
Hard haberdashery not including buttons, slide fasteners and hair combs.  
Imitation jewellery.  
Goldsmiths' and silversmiths' wares.  
Oil lamps and lanterns for illumination.  
Toilet preparations not including perfumery.  
Toilet requisites.  
Ice skates, roller skates, ice hockey equipment and other sports (e.g., tennis, badminton, golf, squash, etc.) equipment.  
Athletes' supporters.  
Fountain pens and parts.  
Propelling pencils and parts.  
Rubber bands.  
Rubber erasers.  
Toys, dolls and parts of all kinds except those made of hemp.  
Bee-hives and frames, bee-veils, bee-smokers and other bee-keepers' accessories.  
Miscellaneous office supplies, the following:  
Telephone indexes  
Numbering machines  
Staples and stapler refills  
Eyeletting machines and eyelets.  
Chemical maintenance products for motor cars, except oils and polishes.  
Ladies' handbag and purse frames.

## Steel Production in United States Reached New Peacetime Record

*Steel production set new peacetime record but operated short of capacity—Automotive industry completed one of its best production years, despite shortage of steel and other materials—All records for building expenditures broken—Private construction accounted for large part of value.*

By W. D. Wallace, Assistant Commercial Secretary, Canadian Embassy

(Editor's Note—This is the third in a series of articles on economic conditions in the United States, prepared for publication in *Foreign Trade*. The first two were published in the February 28th and March 6th issues.)

WASHINGTON, February 9, 1948.—Steel production in the United States set a new peacetime record during the past year, but the industry was unable to operate at full capacity, due to the shortage of steel scrap and the scarcity of good coking coal. Production of steel totalled 84,787,501 tons, an increase of 18,000,000 tons over that for 1946, according to the American Iron and Steel Institute. The industry operated at an average of 92.9 per cent of capacity, this being the first peacetime year in which average operations have exceeded the 90 per cent level. Productive capacity was increased during 1947 to 94,233,640 tons, as a result of the expansion program planned by the industry for 1947, 1948 and 1949. Blast furnace capacity was enlarged by nearly 1,730,000 tons, bringing the rated capacity to 67,438,930 tons.



The noteworthy achievement of the steel industry in 1947 also made possible new records in the production of 1,200,000 motor trucks; 3,000,000 vacuum cleaners; 3,500,000 washing-machines; 4,400,000 cooking stoves and ranges, automotive parts and accessories to the value of \$2,500,000,000 and \$1,200,000,000 worth of farm equipment.

### **Motor Vehicle Output at Record Level**

In 1947 the automotive industry, despite a continuing shortage of steel and other material, completed one of its best production years in history. New records were set in truck and bus output, and replacement parts were turned out in greater volume than ever before. Employment and payrolls reached new high levels, and the wholesale value of the industry's total production far surpassed that of any previous year.

The industry produced over 5,000,000 vehicles, marking the third year in automotive history that annual production has passed that figure. The mark was last reached in 1937 and previously in 1929. The 1947 record included an all-time high in truck output of 1,225,000 units, while passenger vehicle production was about 3,500,000 units.

The wholesale value of the 1947 production was in excess of \$5,000,000,000 as compared with the previous record of \$3,761,549,000 in 1941, when 4,840,502 cars and trucks were produced. The wholesale value of replacement parts for automobiles and other vehicles was close to \$2,250,000,000. The accelerated rate of production, together with a wage rise of 15 cents an hour, awarded early in the year, resulted in a record payroll of \$2,300,000,000 for 785,000 production workers, and 175,000 salaried employees. Employment was 17 per cent above the 1946 level, and the wage bill was 34 per cent greater.

By the end of 1947 the industry's postwar expansion and modernization program was over 90 per cent completed, bringing annual capacity to more than 5,000,000 passenger cars. Only the shortage of labour and sheet steel stands in the way of achieving this figure in 1948.

### **Shortage of Materials Retarded Housing Program**

While all records for construction spending were broken in 1947, the industry—still faced with the difficulty of obtaining certain materials—failed to build 1,000,000 new dwelling units projected in the original Veterans' Emergency Housing Program. It is estimated that work was started on an additional 860,000 new units. The value of total new construction for 1947 is placed at \$12,878,000,000, a gain of 30 per cent over the previous year's total of \$9,890,000,000. The increase is attributed chiefly to cost increases, as physical volume was only about 10 per cent greater than in 1946.

The value of private construction in 1947 was estimated at \$9,878,000,000, of which amount private residential building accounted for \$4,939,000,000 and was the most important contributor to construction value during the war. In the previous year, private construction was valued at \$7,739,000,000, of which residential construction accounted for \$3,183,000,000. Public construction was valued at \$3,000,000,000 as compared with \$2,151,000,000 in 1946, an increase of 39 per cent. Of total public construction, \$1,156,000,000 was for federal work, and \$1,844,000,000 for state and municipal work.

# Multilateral Wheat Agreement is Signed by Thirty-Six Countries

*Canada, United States and Australia undertake to sell 500,000,000 bushels per annum for five years to thirty-three importing lands—Canada's share in each of crop years is 230,000,000 bushels—Ceiling price of \$2.00 per bushel and floor price of \$1.50 in first year established.*

CANADA, the United States and Australia have undertaken to supply 500,000,000 bushels of wheat to thirty-three importing countries, in accordance with provisions of an international agreement that was opened for signature in Washington on March 6. Canada's share in each of the five crop years covered by the agreement is 230,000,000 bushels, while that of the United States is 185,000,000 bushels and of Australia is 85,000,000 bushels. The importing countries collectively undertake to purchase 500,000,000 bushels of wheat in each crop year from the three exporting countries, if the latter desire a market for that quantity at the floor prices provided in the agreement. These quantities include flour in terms of wheat.

It is provided that prices on specified quantities should be within the following price ranges, basis No. 1 Manitoba wheat in store at Fort William/Port Arthur:

1948-49 .....	\$2.00—\$1.50
1949-50 .....	\$2.00—\$1.40
1950-51 .....	\$2.00—\$1.30
1951-52 .....	\$2.00—\$1.20
1952-53 .....	\$2.00—\$1.10

Equivalent prices are to be fixed on wheat in other locations and in other countries. Provision has been made for the negotiation of narrower price ranges in the third, fourth and fifth years of the agreement, if mutually acceptable to the exporting and importing countries. Otherwise the floor and ceiling prices set forth above will prevail.

The importing countries and the quantities of wheat they undertake to purchase each year at the floor prices and have the right to buy at the ceiling price are as follows: Afghanistan, 735,000 bushels; Austria, 18,739,000; Belgium, 23,883,000; Brazil, 19,290,000; China, 14,697,000; Colombia, 2,205,000; Cuba, 8,267,000; Czechoslovakia, 1,102,000; Denmark, 1,470,000; Dominican Republic, 735,000; Ecuador, 1,102,000; Egypt 6,981,000; French Union and Saar, 35,824,000; Greece, 18,739,000; Guatemala, 367,000; India, 27,557,000; Ireland, 13,227,000; Italy, 36,743,000; Lebanon, 2,756,000; Liberia, 37,000; Mexico, 7,349,000; Netherlands, 30,680,000; New Zealand, 5,511,000; Norway, 7,532,000; Peru, 4,042,000; Philippines, 6,246,000; Poland, 1,102,000; Portugal, 4,409,000; South Africa, 6,430,000; Sweden, 2,756,000; Switzerland, 7,349,000; United Kingdom, 179,930,000; and Venezuela, 2,205,000 bushels. The figure established for the United Kingdom includes requirements for British territories, such as Newfoundland and the British West Indies.

## Producers Secure Floor Price Protection

In commenting on this international agreement, the Right. Hon. C. D. Howe, Minister of Trade and Commerce, pointed out that the three exporting countries had secured floor price protection for their producers over the



five-year period, in return for selling 500,000,000 bushels of wheat per annum at prices not to exceed \$2.00 per bushel. Importing countries had assured themselves fixed supplies at prices not exceeding \$2.00 per bushel, in return for guaranteeing floor prices. Although Argentina and the U.S.S.R. are not parties to the agreement, whatever wheat transactions take place between them and the signatory importers must be in addition to the importers' undertakings within the agreement. Canada, the United

**Thirty-six countries reach wheat agreement, whereby Canada, the United States and Australia undertake to sell 500,000,000 bushels per annum for five years to thirty-three importing countries. Much of Canada's share, amounting to 230,000,000 bushels, will pass through box-like elevators shown below, located along the railways that traverse the western prairies.**

*National Film Board Photo.*



States and Australia remain free to sell any additional quantities available outside the terms of the agreement. By balancing the interests of the producing countries with those of the consuming countries in an agreement that covered the bulk of the world's trade in wheat, Mr. Howe stated that the agreement represented a major development in international economic co-operation.

## Canadian Dairy Cattle Will Strengthen Existing Milk Supplies of Hong Kong

*Initial consignment, of 105 purebred Ayrshires, Holstein Friesians and Jerseys, purchased in this country, scheduled for shipment this month—First movement to Far East, by private trade, since 1939.*

**M**ILK supplies of Hong Kong will be strengthened by the shipment to that Colony of 105 head of dairy cattle, the first consignment of fifty being scheduled for departure this month. The livestock being purchased in this country consist of forty Ayrshires, forty Holstein Friesians and twenty Jerseys in first or second calf, calving by the middle of June. Five two-year-old bulls, comprising two Ayrshires, two Holstein Friesians and one Jersey, will complete the purchase.

Although Canadian cattle were shipped to the Far East before the war, this will be the first consignment of purebreds to leave for the Orient, as a result of private trade, since 1939. The order was obtained in the face of strong competition from other countries, and the sale was only effected after the exchange of considerable correspondence. Authorities in Hong Kong have sponsored the purchase, in order to maintain the supply of fresh milk during the coming summer, and delivery of the livestock will be taken by the Dairy Farm, Ice and Cold Storage Company, Limited.

**Hong Kong—**The first consignment of Canadian purebred cattle as a result of private trade since 1939 is scheduled to leave this month for Hong Kong. The shipment of dairy cattle to this Colony will strengthen milk supplies. Hong Kong authorities have purchased the cattle in order to maintain the supply of fresh milk during the coming summer.

*Photo courtesy Mee Cheung Studio.*





# New Zealand Farm Production Was Slightly Lower Last Year

*Gross income from pastoral products increased despite lower production—Acreages and yields of wheat, oats, barley and potatoes all lower—Tobacco acreage set new record—Increases recorded for all more important types of farm machinery in use.*

By P. V. McLane, Commercial Secretary for Canada

(Editor's Note—This is the second in a series of articles on economic conditions in New Zealand in 1947, prepared for publication in *Foreign Trade*. The first appeared in the March 6th issue.)

WELLINGTON, February 1, 1948.—Farm production in New Zealand during 1945-46 was slightly lower than in the preceding year, though the gross income derived from pastoral products was higher. The total was valued at £97,200,000, to which agricultural produce contributed £14,500,000, pastoral produce contributed £46,300,000, and dairy farming, poultry and bees contributed £36,400,000. The decline in production is due in part to the fact that the land was overworked during the war years, to the shortage of fertilizer and lime, and to a shortage of wire, which prevents the full utilization of pastures. Vigorous efforts are being made to increase production as part of the "Aid to Britain" campaign. The latest available figures, compared with those of 1938-39, are as follows:

### New Zealand Agricultural Production

Production year	Agricultural Produce	Pastoral Products	Produce of Dairying, Poultry and Bees		All Farm Produce
			Figures in £ Million		
1938-39 .....	8.2	30.0	30.8		69.0
1943-44 .....	13.4	38.4	33.2		85.0
1944-45 .....	14.8	43.1	40.0		97.9
1945-46 .....	14.5	46.3	36.4		97.2

Comparison of the value and volume of produce entering into gross farming income is shown in the table below, which presents the figures in the form of index prices on the basis 1938-39 equals 100. These index prices of value are for the years 1938-39 and the last three production years.

### Index Prices of New Zealand Produce

Production Year	Agricultural Produce		Pastoral Products		Produce of Dairying, Poultry and Bees		All Farm Produce	
	Value	Volume	Value	Volume	Value	Volume	Value	Volume
1938-39 .....	100	100	100	100	100	100	100	100
1943-44 .....	163	148	128	101	108	96	123	104
1944-45 .....	180	160	144	104	130	105	142	111
1945-46 .....	177	142	154	114	118	92	141	108

### Index of Prices Up but Volume Reduced

It will be noted that, while the index number of value has increased 41 per cent, the actual volume of farm products increased only 8 per cent. The production year 1945-46 showed a reduction from the previous year and also from the year 1940-41, when the index was 114.



Canadian Geographical Society Map.

The cattle population of New Zealand was 4,633,800 on January 31, 1947, compared with 4,666,782 in 1946, when a record number was recorded. However, the 1947 total was the second highest on record. Dairy stock declined from 2,600,309 in 1946 to 2,585,810 in 1947, while beef stock decreased from 2,066,473 to 2,047,990 in the same period.

Although the number of dairy cows in milk during the season fell slightly (from 1,661,944 in 1945-46 to 1,657,690 in 1946-47), butterfat production increased from 374,000,000 pounds in the 1945-46 dairying season to 402,000,000 pounds in the 1946-47 season, better climatic conditions prevailing during the latter period.





**New Zealand—Harvesting wheat in North Canterbury, South Island.**

The number of sheep shorn totalled 30,214,772 as compared with 30,475,740 in the 1945-46 season, while the number of lambs tailed fell from 19,561,458 to 18,642,298, a reflection of the drought conditions prevailing in the summer and autumn of 1946.

The 1947 lambing percentages, 92·47 in the North Island and 93·94 in the South Island, were records.

#### **Acreage and Yield of Wheat Lower**

The yield of wheat from the 1947 harvest was 5,368,120 bushels, a decline of 70,921 bushels below the total yield in the previous season. The area harvested fell from 161,049 acres in 1945-46 to 141,407 acres in 1946-47, a decline of 12·20 per cent. However, the yield per acre (37·96 bushels) was the second highest on record, being exceeded only in the 1944-45 season (38·02 bushels), with the result that only a comparatively small fall in aggregate yield was recorded.

The area under oats also showed a decline, from 57,278 acres in 1945-46 to 55,297 acres in 1946-47, while the aggregate yield fell from 2,796,877 bushels to 2,686,211 bushels. The area of barley threshed showed a considerable increase, from 48,646 acres in 1945-46 to 53,041 acres in 1946-47, while the yield rose from 1,872,316 bushels in the former year to 2,026,786 in the latter.

The potato crop in 1946-47 totalled 115,762 tons, a decrease of 24,490 tons below the 1945-46 harvest, while a small decrease was recorded in the onion crop—11,019 tons in 1946-47 as compared with 11,996 tons in 1945-46.

#### **Tobacco Acreage at New Record Level**

The area under tobacco increased from 2,883 acres in 1945-46 to 3,091 acres, a new record acreage under this crop. In addition to this area a considerable acreage is sown within borough boundaries.

Acreages of grasses and clovers harvested for seed were at record figures. The acreage of perennial rye-grass rose from 58,345 in 1945-46 to 71,833 in 1946-47, the yield rising from 20,600,000 pounds to 30,700,000 pounds. There has, however, been some slackening in exports of grass and clover seeds, shipments for the year ended June 30, 1947, totalling 7,007 tons as compared with 9,428 tons in the previous year.

The improvement in the area top-dressed in 1945-46 continued in 1946-47, when 4,259,994 acres were treated. The highest acreage recorded to date was in the 1940-41 season (4,649,000 acres). Owing to wartime shortages of fertilizers, top-dressing fell away in the next three seasons, but since 1943-44 there has been a substantial improvement, the latest figure being the second highest.

#### **More Farm Machinery in Use**

Increases in all the more important types of farm machinery in use are indicated in the 1947 statistics. The number of electric motors (82,721), milking plants (32,596), agricultural tractors (21,156), and shearing plants (14,564) are all at new high levels.

The decline in the use of horses is continuing slowly but steadily. In 1947 there were 41,512 farms totally dependent on horsepower as compared with 43,285 in 1946. All-tractor farms increased from 3,429 to 4,427, and mixed tractor and horse farms from 13,577 to 15,045. A total of 124,386 persons worked on farms as of January 31, 1947.

In recent years there has been an increasing number of foreign trade visitors coming to Canada. Many of them are agents seeking representation but their members include buyers for departmental stores and importers from abroad. These visitors usually arrive in Canada with letters of introduction from the Canadian Trade Commissioners and banks abroad. In the case of a foreign trade visitor bearing a letter of introduction from the Trade Commissioner, it can be assumed that confidential information as to the status of the visitor is available at the Department of Trade and Commerce in Ottawa. It is the practice of the Department to notify the Boards of Trade, Canadian Manufacturers' Association and Canadian Exporters' Association of any known foreign trade visitors coming to Canada. In the case of foreign trade visitors seeking representation and, as a result of such visits, a Canadian firm already represented in that area abroad is considering switching its agency to the visitor's firm, it is strongly recommended that the Canadian firm consult the Trade Commissioner, or its bank, in the territory concerned, as to the merits of the respective agents before making any final decision. *(See our ABC of Canadian Export Trade, page 15.)*



# Standard of Living in Singapore And Malaya Relatively High

*Wealth of small businessman, trader and industrialist is exceptional, compared with other eastern countries—Increased demand for consumer goods likely—Representation, terms of trade, advertising, packaging, etc., are discussed.*

By Paul Sykes, Canadian Trade Commissioner

(Editor's Note—This is the last of four articles prepared for *Foreign Trade* on conditions prevailing in Singapore and the Federation of Malaya. The first three appeared in the January 24th, February 7th and March 6th issues.)

SINGAPORE, February 2, 1948.—Singapore and the Federation of Malaya enjoy a higher standard of living than do most of the eastern countries. The wealth of the small businessman, not to mention that of the more substantial traders and industrialists, the larger proportion of whom are Chinese, is exceptional. This tends to raise the standard of living among the lower classes. Europeans also enjoy a higher purchasing power than in many other countries, a situation that is forced upon them by the abnormally high cost of property, services, etc. Although present conditions are not normal, high earnings and high prices are expected to prevail in this area for some time.

Rubber governs any estimate of economic conditions in Malaya. When the price of this product is high, the country prospers. Stocks are buoyant, labour is generally contented and trade for the most part flourishes. Less important factors include the measure of prosperity in the tin trade and the maintenance of Singapore's transshipment trade with the colonies of Borneo and the Netherlands Indies.

This country is presently suffering from a postwar boom, which should dissipate shortly. With rubber prices at unprofitable levels, the tin industry still in an elementary stage of recovery, and the revival of normal transshipments with the Netherlands Indies a matter of speculation, the general outlook is far from encouraging.

## Increased Demand for Consumer Goods Likely

As indicated in previously published sections of this review, Malaya's imports for consumption consist mainly of fuel and lubricating oils, rice, flour and a wide range of foodstuffs, many of which are canned. Other imports comprise textiles, mainly cotton piece-goods; wines, beer, spirits, tobacco and cigarettes; iron and steel goods, including hardware, tools, etc.; industrial chemicals; machinery; drugs and medicines; and motor vehicles. Present conditions are sufficiently abnormal to preclude any detailed forecast of probable changes. It would appear, however, that considerable expansion will occur in the demand for consumer goods of nearly every type and for machinery and other industrial equipment required by newly established manufacturing industries.

## Standards Prevailing in Malaya

The Straits, or Malayan, dollar is the standard unit of currency in Singapore and the Federation of Malaya, being worth approximately Can.\$0.4702. Its value is based on that of sterling, in which currency it is worth 2s. 4d. The imperial yard, pound and gallon are recognized



**Union Building, Singapore, in which is located the office of the Canadian Trade Commissioner. This commands a fine view of the harbour and the large number of ships discharging a wealth of commodities from many countries, or loading rubber and other products of the Federation of Malaya and adjacent countries.**

by law as standards of measurement. Several Malay and Chinese measures of volume and weight are in common use, all with recognized equivalents in legal standards.

#### **Representation in Malaya Discussed**

In arranging for the sale and distribution of his goods in this territory, the Canadian exporter has several alternatives. He can appoint an exclusive agent or buyer or establish direct connections with a number of British, Chinese, Indian or other firms. The importer, of course, has the same privilege. The exporter may elect to deal with one of the large merchant-agency-shipping-insurance firms, several of which maintain branch offices in Canada, a sales agent or arrange sales accounts with industries requiring raw materials and equipment, the British departmental stores, government and municipal authorities, native dealers and others.

The selection of a representative for Malaya should generally depend, apart from financial stability, on repute and experience in handling the goods concerned, on the ability of the firm to cover the territory through its branches or the employment of travellers, the absence of conflicting connections, and such recommendations as can be furnished by the Foreign Trade Service, in Ottawa, the Canadian Trade Commissioner, in Singapore, by banks or other reliable sources. Long-term agency or sales contracts should be avoided, in general, while the exporter should review the results achieved by his agency or through similar arrangements from time to time, in order to gauge their value. He should then decide whether such connections should be maintained or changed.

#### **Large Purchases Made Through Crown Agents**

As in other crown colonies, a substantial part of the government's purchases is handled through the Crown Agents, in London. Such business is sometimes beyond the capacity of local representatives. However, if active and well connected, they can still obtain all necessary information



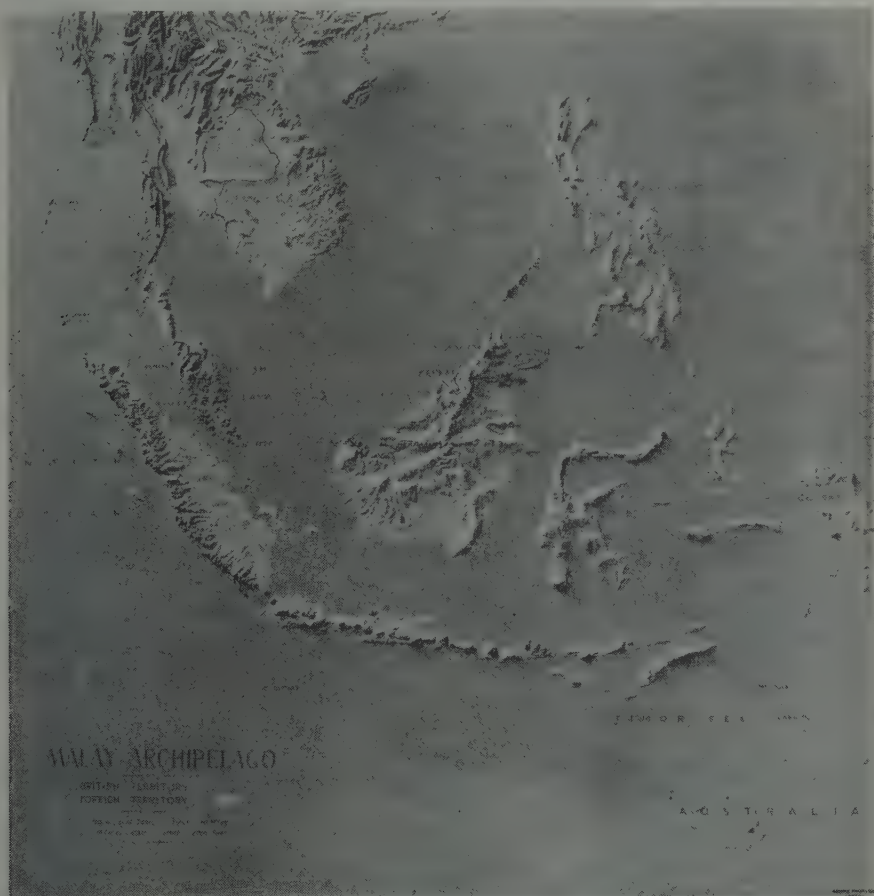
regarding requisitions made on the Crown Agents, calls for tenders, etc., and submit quotations to the Crown Agents through their London office or representatives.

Several items of foodstuffs, including flour, rice and sugar, together with coal, are imported under government direction by officially appointed agents. This present policy reflects international control of trade in some of these commodities and the need for supervised local distribution, but it is not expected to continue long in force.

### Terms of Trade Outlined

Exporters are advised, as a general rule, to stipulate that payment for exports to Malaya should be made by confirmed irrevocable letter of credit. D/P, D/A or consignment terms may be allowed in the case of old-established connections of undoubted standing, but only in cases where full assurance has been received that valid import and exchange licences are available.

*Correspondence.*—All correspondence with import and export firms should be in English. The air mail service should invariably be used, transit time by this route generally involving 10-14 days as compared with an average of 8 weeks by sea. Cables sent at reduced rates are generally as effective as at the maximum tariff.



*Courtesy Canadian Geographical Society.*

*Advertising.*—Advertising in Malaya is a problem which should be discussed in detail with local representatives in the light of potential sales, expense and returns. All the usual facilities, including various experienced agencies, are available. In general terms, it can be said that, except in the case of widely used consumer goods, advertising in this market shows poor returns, but when an active agent proposes to run a campaign, the manufacturer should be prepared to give him reasonable support.

*Packing.*—The attention given to packing, listing and marking of shipments to eastern markets, including Malaya, can frequently make or break the business concerned. In a country where there is high humidity, casual handling and widespread pilferage, these questions demand meticulous care on the part of the exporter. Inside wrapping, greasing, insulating and stowing should be given every attention. Soft or corrugated fibre cases should only be used when unavoidable, as they are too absorbent. Hard fibre is suitable for light materials, but wood remains the most suitable type. Marking should be clear and precisely in accordance with the agent's or consignee's instructions. Packing lists, when applicable, should be supplied with shipping documents.

*Routeing and Despatch.*—Consignees frequently complain to the Canadian Trade Commissioner in Singapore regarding long delays involved in the receipt of cargoes from Canada. Such complaints are generally justifiable and originate in lack of care on the part of the exporter or his forwarding agent to ensure that shipments are sent forward *not* by the first vessel to *leave* for local ports but by the vessel which will arrive soonest. The advantage gained over some competitors by offering shipment promptly after receipt of orders is not only negated, but a reputation for casual attention can easily be gained by indifference to this important aspect of trading with local markets.

*Documentation.*—The usual invoice forms applicable in Empire countries and comprising a certificate of origin should be used for shipments to Singapore and the Federation of Malaya. These will normally contain all the information required by local customs authorities. In a few instances, whisky for example, special age and origin certificates, must be supplied, while in the case of all wines, etc., bottles must be labelled with the name of the agent or distributor. Regulations of this type have been subject to various changes and presumably will continue so but the manufacturer with a responsible representative can count on being kept advised regarding any local rules requiring special attention.

*Patents and Trade Marks.*—Patent and trade mark legislation in Singapore and the Federation of Malaya parallels very closely the same laws in other British countries. Canadian firms who may be interested in the development or maintenance of business in branded goods are advised to protect their interests by arranging for formal registration by the competent authorities. This will preferably be done by the exporter's accredited representative through a recognized firm of attorneys.

The care exercised by Canadian firms in selecting the proper channels for distributing their products abroad is a major factor in their future export success. They can secure confidential guidance from the Foreign Trade Service, which is prepared to recommend suitable agents wherever these may be required. (*See our ABC of Canadian Export Trade, page 13.*)



# Canada Main Supplier of United Kingdom for Sawn Softwood

*Out of total imports of 1,275,654 standards, Canada supplied 539,202 standards—No reduction anticipated in total consumption for 1948, but items licensed for use will be somewhat different.*

**By R. D. Roe, Commercial Secretary for Canada (Timber Specialist)**

(One standard equals 1,980 board feet)

**L**ONDON, February 7, 1948.—Canada supplied Great Britain with 43 per cent of the sawn softwoods imported during the past year, with the exception of squared baulks and round logs that were imported from Germany. Softwood obtained from Canada amounted to 539,202 standards, of which 381,337 were from British Columbia, 149,029 were spruce and 8,836 were red and yellow pine. Total softwood imports were 1,275,654 standards, which is the largest figure since 1939, and is the result of the British Government's policy to buy every stick of timber possible for her reconstruction program.

Since the economy measures have been brought into force, the licensing of the use of timber has been considerably reduced, with the result that Great Britain's stock pile on December 31 was 625,000 standards.

It is almost impossible to estimate how much lumber will be required by the United Kingdom in 1948, but certainly its importations will be considerably less than in 1947. Starting with a stock pile of 625,000 standards, imports are estimated at 200,000 standards from Western Canada and possibly 50,000 standards from Eastern Canada, a total of 875,000 standards. This quantity in itself represents as much as they have used in 1947. In addition, certain quantities may be expected from Europe. Unless

**Great Britain—Canadian timber awaiting distribution from one of the ports at which it is landed and held in storage.**



satisfactory financial arrangements with Finland (which is now a hard-currency country) are made, the quantity from that source will be considerably reduced. Coal and coke imports into Sweden are a very definite factor towards increasing their lumber export availabilities. It is possible, however, that a quantity equal to that delivered in 1947 may be expected in 1948.

No contracts have as yet been made with Russia and the quantity that may be expected from that source is still uncertain.

#### No Reduction Anticipated in Consumption of Sawn Softwoods

It is not anticipated that total consumption of sawn softwoods will be reduced in 1948 below the quantity consumed in 1947, but the items licensed for use will be somewhat different. The housing program has been definitely slowed down. There are some 350,000 houses to be completed in the country and another 115,000 to be built this year for agricultural workers and miners. The main bulk of the licences, however, will cover packaging material for the export trade, railway materials such as sleepers, wagon bottoms, cross-ings, etc., and material for shipbuilding, such as staging and deckings.

The acute dollar shortage is bound to have its effect on a number of manufactured and semi-manufactured wooden items. No dollars will be spent, if avoidable, on items such as broom and brush handles, dowels, etc. A reduction will be made in the quantity of furniture and dimension stock compared with 1947. The Board of Trade realize that it may be a handicap to their possible future purchase of these items to dry up the outlets this year. However, faced as they are with the necessity for such drastic economies in dollar expenditure, the present situation is too serious to consider the long-term supply position.

#### Softwood Arrivals in United Kingdom for 1947

Sawn:

<i>Canada—</i>		Standards
British Columbia .....		381,337
Spruce .....		149,029
Red and yellow pine .....		8,836
Total .....		539,202
<i>United States—</i>		
Pacific Coast .....		196,991
Southern pine .....		22,008
Total .....		218,999
<i>South America—</i>		
Parana pine .....		8,545
Nicaraguan pitch pine .....		605
Total .....		9,150
<i>Europe—</i>		
Finland .....		191,491
Sweden .....		183,897
Germany .....		98,574
Russia .....		8,142
Czechoslovakia .....		2,061
France (sleepers) .....		1,424
Austria .....		1,645
Portugal (wagon bottoms) .....		125
Total .....		487,359
Telegraph poles, all sources .....		18,272
Scaffold poles, all sources .....		2,672
Total .....		1,275,654
<i>Round and Square—</i>		Standards
German softwood baulks .....		22,431
		Tons
German round softwood logs .....		711,146



# Monthly Summary of Foreign Trade

## Canadian Exports (Excluding Gold)

Months	Average 1935-39	1938	1943	1944	1945	1946	1947	1948
(Millions of Dollars)								
January.....	62.8	70.3	177.3	242.0	230.5	189.1	208.6	235.4
February.....	57.4	59.6	167.7	227.2	236.4	153.1	179.5	.....
March.....	71.1	73.3	205.2	282.7	301.2	178.4	209.0	.....
April.....	48.5	50.9	227.7	282.9	312.3	178.5	190.9	.....
May.....	75.6	67.0	250.6	368.4	315.2	197.0	267.8	.....
June.....	73.3	66.0	249.2	343.2	322.8	166.7	272.7	.....
July.....	74.4	66.2	303.6	278.7	282.7	188.7	236.6	.....
August.....	77.1	69.1	292.9	257.0	295.0	242.7	221.3	.....
September.....	76.8	72.2	244.9	264.6	220.8	169.8	218.6	.....
October.....	91.3	88.2	259.8	314.0	227.9	204.2	250.8	.....
November.....	95.0	86.0	289.9	312.5	238.6	232.2	253.1	.....
December.....	81.3	68.9	302.6	266.9	234.8	211.9	266.2	.....
Total.....	884.5	837.6	2,971.5	3,440.0	3,218.3	2,312.2	2,774.9	235.4

## Canadian Imports (Excluding Gold)

Months	Average 1935-39	1938	1943	1944	1945	1946	1947	1948
(Millions of Dollars)								
January.....	44.6	49.7	127.3	126.4	129.7	140.3	173.8	206.1
February.....	42.9	47.0	114.4	138.4	112.4	117.0	177.1	.....
March.....	59.1	65.1	146.1	150.8	132.5	139.9	208.9	.....
April.....	45.3	48.9	150.7	137.5	133.8	160.8	225.6	.....
May.....	66.1	67.1	154.4	159.0	143.8	164.2	240.3	.....
June.....	60.5	58.9	146.8	152.5	146.5	157.7	231.1	.....
July.....	57.6	55.8	150.9	148.5	138.7	161.6	226.8	.....
August.....	57.9	57.0	149.1	157.3	128.1	163.2	204.6	.....
September.....	59.6	56.4	137.3	159.7	122.3	156.1	208.1	.....
October.....	68.6	63.9	162.9	160.1	134.4	186.4	254.5	.....
November.....	70.1	63.3	160.3	141.6	142.4	198.2	229.1	.....
December.....	52.2	44.3	134.9	127.2	121.2	181.9	194.2	.....
Total.....	684.6	677.5	1,735.1	1,758.9	1,585.8	1,927.3	2,573.9	206.1

## Balance of Trade with all Countries (Excluding gold)

Months	Average 1935-39	1938	1943	1944	1945	1946	1947	1948
(Millions of Dollars)								
January.....	+ 19.0 +	+ 21.8 +	+ 51.2 +	+ 119.6 +	+ 104.2 +	+ 51.0 +	+ 36.7 +	+ 33.0
February.....	+ 15.3 +	+ 13.5 +	+ 55.1 +	+ 90.9 +	+ 128.0 +	+ 37.7 +	+ 4.7	.....
March.....	+ 13.0 +	+ 9.2 +	+ 60.5 +	+ 139.2 +	+ 174.5 +	+ 40.0 +	+ 3.0	.....
April.....	+ 4.0 +	+ 2.6 +	+ 78.4 +	+ 149.2 +	+ 184.3 +	+ 19.5 +	+ 32.2	.....
May.....	+ 10.6 +	+ .8 +	+ 98.9 +	+ 211.8 +	+ 174.9 +	+ 34.6 +	+ 30.9	.....
June.....	+ 13.8 +	+ 7.9 +	+ 104.4 +	+ 193.5 +	+ 180.7 +	+ 11.1 +	+ 45.3	.....
July.....	+ 17.9 +	+ 11.4 +	+ 155.6 +	+ 133.3 +	+ 147.4 +	+ 29.6 +	+ 12.8	.....
August.....	+ 20.3 +	+ 12.9 +	+ 146.0 +	+ 101.9 +	+ 172.5 +	+ 82.8 +	+ 20.3	.....
September.....	+ 18.3 +	+ 16.7 +	+ 110.1 +	+ 107.6 +	+ 102.7 +	+ 15.8 +	+ 13.4	.....
October.....	+ 23.8 +	+ 25.3 +	+ 100.0 +	+ 153.4 +	+ 98.5 +	+ 20.2 +	+ 0.8	.....
November.....	+ 26.2 +	+ 23.5 +	+ 133.1 +	+ 175.9 +	+ 98.8 +	+ 37.0 +	+ 26.9	.....
December.....	+ 30.3 +	+ 25.6 +	+ 173.1 +	+ 142.9 +	+ 115.2 +	+ 32.4 +	+ 76.7	.....
Total.....	+ 212.5 +	+ 171.2 +	+ 1,266.3 +	+ 1,724.2 +	+ 1,681.6 +	+ 411.9 +	+ 237.8 +	+ 33.0

### Canadian Exports to the United Kingdom (Excluding Gold)

Months	Average 1935-39	1938	1943	1944	1945	1946	1947	1948
(Millions of Dollars)								
January.....	25.5	33.6	42.6	94.8	83.2	51.1	50.5	64.9
February.....	23.6	27.3	51.9	78.2	67.5	37.9	44.9	.....
March.....	26.4	27.8	65.0	110.4	108.8	50.5	47.6	.....
April.....	16.4	18.8	89.3	101.2	109.1	41.0	43.1	.....
May.....	30.5	27.9	95.5	140.2	115.6	54.9	90.5	.....
June.....	28.9	25.6	105.6	127.9	94.6	30.6	76.2	.....
July.....	30.5	25.8	124.4	104.9	83.9	40.4	69.4	.....
August.....	31.3	26.7	111.9	90.2	66.6	71.9	66.0	.....
September.....	30.8	28.9	77.7	94.4	58.8	54.3	54.5	.....
October.....	38.4	36.0	73.4	112.6	56.3	47.7	66.8	.....
November.....	41.4	35.8	106.0	102.2	52.4	57.9	69.3	.....
December.....	30.0	25.5	89.5	77.9	66.4	59.4	72.5	.....
Total.....	353.6	339.7	1,032.6	1,235.0	963.2	597.5	751.2	64.9

### Canadian Imports from the United Kingdom (Excluding Gold)

Months	Average 1935-39	1938	1943	1944	1945	1946	1947	1948
(Millions of Dollars)								
January.....	8.0	8.9	8.6	7.1	9.4	20.1	14.3	21.6
February.....	8.1	8.8	9.6	6.7	6.7	13.0	10.5	.....
March.....	10.9	11.5	12.2	9.8	9.3	14.4	13.8	.....
April.....	8.4	9.2	12.7	8.4	12.0	21.2	12.7	.....
May.....	12.7	11.9	12.5	13.0	15.2	18.8	15.2	.....
June.....	10.8	9.2	9.7	9.4	13.8	23.4	18.1	.....
July.....	11.3	9.7	14.2	5.9	12.0	21.9	17.7	.....
August.....	11.4	10.4	10.9	4.6	10.7	14.5	15.1	.....
September.....	10.5	10.0	9.9	7.1	9.6	12.0	15.6	.....
October.....	11.0	11.6	13.3	18.1	12.1	15.6	18.3	.....
November.....	13.0	11.0	12.8	11.1	14.8	14.9	17.8	.....
December.....	8.0	7.0	8.6	9.4	14.9	11.7	20.3	.....
Total.....	124.0	119.3	135.0	110.6	140.5	201.4	189.4	21.6

### Balance of Trade with the United Kingdom (Excluding gold)

Months	Average 1935-39	1938	1943	1944	1945	1946	1947	1948
(Millions of Dollars)								
January.....	+ 17.7 +	+ 24.8 +	+ 34.1 +	+ 88.2 +	+ 74.5 +	+ 31.2 +	+ 36.3 +	+ 43.4
February.....	+ 14.6 +	+ 18.7 +	+ 42.7 +	+ 72.0 +	+ 61.4 +	+ 24.9 +	+ 34.5	.....
March.....	+ 15.6 +	+ 16.4 +	+ 53.0 +	+ 100.7 +	+ 101.5 +	+ 36.2 +	+ 33.9	.....
April.....	+ 9.1 +	+ 9.6 +	+ 77.0 +	+ 93.0 +	+ 98.9 +	+ 19.8 +	+ 30.4	.....
May.....	+ 17.7 +	+ 16.2 +	+ 83.9 +	+ 127.3 +	+ 101.1 +	+ 36.2 +	+ 75.6	.....
June.....	+ 18.3 +	+ 16.6 +	+ 96.1 +	+ 118.6 +	+ 81.3 +	+ 7.3 +	+ 58.2	.....
July.....	+ 19.4 +	+ 16.3 +	+ 111.0 +	+ 99.3 +	+ 72.2 +	+ 18.6 +	+ 52.0	.....
August.....	+ 20.0 +	+ 16.5 +	+ 101.4 +	+ 85.7 +	+ 56.8 +	+ 57.5 +	+ 51.1	.....
September.....	+ 20.3 +	+ 19.0 +	+ 68.0 +	+ 87.7 +	+ 49.2 +	+ 42.4 +	+ 39.4	.....
October.....	+ 27.5 +	+ 24.6 +	+ 60.3 +	+ 94.9 +	+ 44.8 +	+ 32.1 +	+ 48.7	.....
November.....	+ 28.4 +	+ 24.8 +	+ 93.7 +	+ 91.3 +	+ 37.7 +	+ 43.3 +	+ 51.6	.....
December.....	+ 22.1 +	+ 18.6 +	+ 81.0 +	+ 68.7 +	+ 51.6 +	+ 47.8 +	+ 52.5	.....
Total.....	+ 230.8 +	+ 222.1 +	+ 902.3 +	+ 1,127.5 +	+ 830.9 +	+ 397.4 +	+ 564.3 +	+ 43.4



### Canadian Exports to the United States (Excluding Gold)

Months	Average 1935-39	1938	1943	1944	1945	1946	1947	1948
(Millions of Dollars)								
January.....	22.1	20.0	91.2	85.3	84.7	62.3	79.5	105.0
February.....	19.7	16.8	81.1	91.6	91.5	57.6	69.4	.....
March.....	25.9	22.7	88.1	97.4	103.3	66.5	83.1	.....
April.....	20.1	18.0	81.7	120.3	109.1	71.4	88.3	.....
May.....	26.1	20.4	88.8	131.9	117.2	72.2	79.8	.....
June.....	25.1	20.0	90.9	111.2	112.3	66.5	82.0	.....
July.....	25.9	21.0	90.8	98.8	102.7	74.8	82.1	.....
August.....	28.3	25.3	91.2	86.0	112.6	75.0	81.4	.....
September.....	29.4	25.1	94.0	110.5	84.8	69.6	87.5	.....
October.....	33.5	28.0	112.8	123.0	88.4	99.1	102.4	.....
November.....	31.9	28.4	108.3	118.9	101.2	89.2	92.9	.....
December.....	33.3	24.7	130.2	126.4	88.9	83.9	106.0	.....
Total.....	321.3	270.5	1,149.2	1,301.3	1,197.0	887.9	1,034.2	105.0

### Canadian Imports from the United States (Excluding Gold)

Months	Average 1935-39	1938	1943	1944	1945	1946	1947	1948
(Millions of Dollars)								
January.....	28.7	32.3	104.8	106.3	101.8	97.4	136.4	150.0
February.....	27.9	31.2	94.2	115.8	92.8	86.0	138.4	.....
March.....	38.0	42.9	120.0	123.3	105.3	100.1	165.1	.....
April.....	29.2	31.4	124.4	114.4	102.7	114.8	181.6	.....
May.....	38.3	40.5	124.0	127.0	104.8	113.4	184.7	.....
June.....	36.4	37.1	121.1	122.2	110.7	106.6	174.7	.....
July.....	33.4	34.1	120.0	124.0	103.5	112.5	168.9	.....
August.....	33.7	35.3	124.9	138.3	96.8	123.1	155.3	.....
September.....	36.2	34.7	113.5	135.6	89.6	115.8	163.0	.....
October.....	42.5	38.5	134.5	121.4	101.3	140.4	190.4	.....
November.....	40.8	37.6	130.9	116.1	103.3	149.5	174.4	.....
December.....	33.6	29.2	111.5	102.9	89.9	145.6	141.7	.....
Totals.....	418.7	424.7	1,423.7	1,447.2	1,202.4	1,405.3	1,974.7	150.0

### Balance of Trade with the United States (Excluding gold)

Months	Average 1935-39	1938	1943	1944	1945	1946	1947	1948
(Millions of Dollars)								
January.....	- 5.9 -	- 11.3 -	- 12.8 -	- 18.3 -	- 15.0 -	- 33.2 -	- 55.8 -	- 43.2
February.....	- 7.5 -	- 13.8 -	- 12.0 -	- 22.7 +	- 1.9 -	- 27.1 -	- 67.1 -	.....
March.....	- 10.3 -	- 19.5 -	- 30.9 -	- 19.4 +	- 1.7 -	- 32.4 -	- 80.2 -	.....
April.....	- 8.4 -	- 12.8 -	- 41.9 +	- 9.0 +	- 10.1 -	- 41.9 -	- 91.0 -	.....
May.....	- 11.0 -	- 19.5 -	- 33.8 +	- 6.8 +	- 15.0 -	- 39.9 -	- 102.7 -	.....
June.....	- 10.5 -	- 16.5 -	- 28.7 +	- 9.0 +	- 3.8 -	- 38.5 -	- 90.5 -	.....
July.....	- 6.6 -	- 12.4 -	- 27.3 -	- 23.3 +	- 1.5 -	- 35.9 -	- 84.6 -	.....
August.....	- 4.5 -	- 9.4 -	- 32.3 -	- 50.4 +	- 18.2 -	- 45.6 -	- 71.6 -	.....
September.....	- 5.9 -	- 8.9 -	- 17.6 -	- 23.0 -	- 2.3 -	- 44.7 -	- 73.8 -	.....
October.....	- 8.0 -	- 9.7 -	- 20.4 +	- 5.2 -	- 9.9 -	- 39.4 -	- 86.2 -	.....
November.....	- 7.7 -	- 8.6 -	- 20.4 +	- 6.4 -	- 0.1 -	- 58.1 -	- 79.8 -	.....
December.....	- 0.7 -	- 3.7 +	- 21.2 +	- 25.9 +	- 0.1 -	- 60.1 -	- 33.9 -	.....
Total.....	- 87.0 -	- 146.0 -	- 257.0 -	- 112.7 +	- 25.0 -	- 496.7 -	- 918.1 -	- 43.2

# Canadian Imports, by Areas

GEOGRAPHIC AREAS	January			January-December		
	1938	1947	1943	1938	1946	1947
(Millions of Dollars)						
<b>BRITISH COUNTRIES</b>						
United Kingdom and Europe(1).....	8.9	14.3	21.6	119.3	201.5	189.5
America.....	0.8	1.9	3.5	22.5	43.8	43.0
Africa.....	0.4	0.8	0.7	4.8	21.8	20.8
Asia.....	1.9	2.1	6.8	23.5	38.2	71.9
Oceania.....	0.9	1.2	1.8	16.0	35.2	29.2
Total British Countries.....	12.9	20.3	34.4	186.1	340.5	354.4
<b>FOREIGN COUNTRIES</b>						
United States and Possessions.....	32.4	136.7	150.4	425.0	1,406.3	1,976.4
Latin America.....	0.8	9.2	15.5	16.0	125.6	159.1
Europe.....	2.8	3.7	3.8	40.0	39.6	57.6
Other Foreign.....	0.8	3.9	1.9	10.5	15.3	26.4
Total Foreign Countries.....	36.8	153.5	171.7	491.4	1,586.8	2,219.6
TOTAL IMPORTS FOR CONSUMPTION..	49.7	173.8	206.1	677.5	1,927.3	2,573.9
(1) Includes Canadian Goods returned, mainly military equipment.....				0.5	60.1	0.8

## Canadian Imports, by Countries

Country	January			January-December		
	1938	1947	1948	1938	1946	1947
(Thousands of Dollars)						
<b>BRITISH COUNTRIES</b>						
<b>Europe:</b>						
United Kingdom (See footnote 1)....	8,864	14,257	21,589	119,292	201,433	189,370
Ireland.....		1	5	27	53	75
Gibraltar.....						
Malta.....		3		2	56	12
Total Europe.....	8,864	14,261	21,594	119,321	201,542	189,458
<b>America:</b>						
Newfoundland.....	158	209	1,314	2,194	9,268	9,427
Bermuda.....	1	2	2	69	122	57
Barbados.....	43	419	97	2,132	5,548	7,776
Jamaica.....	138	536	417	6,192	10,484	6,371
Trinidad and Tobago.....	34	569	368	2,352	4,137	5,654
Bahamas.....		121	152		788	615
Leeward and Windward Islands.....	64	22	20	2,383		199
British Honduras.....	1		97	102	1,221	584
British Guiana.....	327	57	1,050	7,113	12,187	12,358
Falkland Islands.....						
Total America.....	766	1,935	3,517	22,537	43,755	43,041
<b>Africa:</b>						
Northern Rhodesia.....						29
Union of South Africa.....	210	300	208	1,991	7,892	4,228
Other British South Africa.....						
Southern Rhodesia.....		5	7	3	93	181
Gambia.....						
Gold Coast.....		36		631	5,381	6,493
(1) Includes Canadian Goods returned, mainly military equipment.....				544	60,092	839



**Canadian Imports, by Countries—Continued**

Country	January			January-December		
	1938	1947	1948	1938	1946	1947
<b>BRITISH COUNTRIES—Concluded</b>						
(Thousands of Dollars)						
<b>Africa—Con.</b>						
Nigeria.....	15		2	362	4,772	2,149
Sierra Leone.....		3		11		18
Other British West Africa.....						
British Sudan.....	1		1	27	53	26
British East Africa.....	206	432	464	1,735	3,603	7,683
Total Africa.....	432	776	682	4,760	21,794	20,807
<b>Asia:</b>						
India.....	807	1,775	3,134	8,181	27,877	42,250
Pakistan.....						
Burma*.....	9			273	1	3
Ceylon.....	247	194	1,509	3,679	3,745	11,653
Aden.....	1			9		
British Malaya.....	757	4	2,016	10,278	5,871	16,908
Other British East Indies.....	10		13	127		30
Hong Kong.....	96	93	102	785	163	982
Palestine.....	4	1	2	131	500	31
Total Asia.....	1,931	2,067	6,776	23,463	38,157	71,857
<b>Oceania:</b>						
Australia.....	562	617	1,100	9,044	19,754	14,222
New Zealand.....	236	607	718	4,562	11,956	10,831
Fiji.....	162	2		2,394	3,123	4,178
Other Oceania.....				16	420	
Total Oceania.....	960	1,226	1,818	16,016	35,253	29,231
TOTAL BRITISH COUNTRIES.....	12,956	20,267	34,385	186,099	340,501	354,394
<b>FOREIGN COUNTRIES</b>						
<b>United States and Possessions:</b>						
United States.....	32,330	136,448	149,976	424,731	1,405,297	1,974,679
Alaska.....	9	69	129	102	389	744
American Virgin Islands.....		2	5		32	16
Guam.....					50	
Hawaii.....	7	166	259	145	346	709
Puerto Rico.....		9	49	6	198	270
Total United States and Possessions.....	32,346	136,694	150,418	424,984	1,406,312	1,976,418
<b>Latin America:</b>						
Argentina.....	175	2,253	472	2,149	14,372	17,961
Bolivia.....	2			8	32	8
Brazil.....	45	734	1,884	769	14,018	13,888
Chile.....		22	7	179	424	339
Colombia.....	75	788	980	6,903	9,708	9,197
Costa Rica.....		2	232	76	1,546	727
Cuba.....	23	934	904	440	13,228	23,751
Ecuador.....	1	13	21	28	157	207
Guatemala.....	6	71	658	85	2,923	9,488
Haiti.....		23	26	62	778	227
Honduras.....		859	98	38	15,573	6,999
Mexico.....	32	873	3,129	576	14,610	16,980
Nicaragua.....					29	87
Panama.....			234	16	38	2,107
Paraguay.....	9	52	25	59	264	232
Peru.....	442	84	11	3,005	847	407
Salvador.....			235	17	2,428	1,342
San Domingo.....		166	782		7,127	8,186
Uruguay.....		105	17	137	618	321
Venezuela.....		2,243	5,783	1,469	26,886	46,688
Total Latin America.....	810	9,222	15,498	16,016	125,611	159,142

\*See Foreign Countries from January 1, 1948.

**Canadian Imports, by Countries—Concluded**

Country	January			January-December		
	1938	1947	1948	1938	1946	1947
(Thousands of Dollars)						
<b>FOREIGN COUNTRIES—Concluded</b>						
<b>Europe:</b>						
Albania.....				2		
Austria.....	20		29	83		89
Belgium.....	379	417	692	6,181	4,429	10,120
Bulgaria.....						
Czechoslovakia.....	222	391	408	2,528	964	3,645
Denmark.....	8	13	40	174	157	1,455
Estonia.....	4			20		
Finland.....	3	2	3	68	23	30
France.....	315	504	670	6,105	4,610	8,755
Germany.....	671		67	9,930	11	498
Greece.....	3	20	7	29	64	95
Hungary.....	17		7	161		50
Iceland.....				3	9	70
Italy.....	193	379	430	2,631	2,704	3,872
Latvia.....				15		
Lithuania.....						
Netherlands.....	153	325	298	3,756	2,497	3,530
Norway.....	41	16	47	733	836	4,999
Poland.....			1	261	1	3
Portugal.....	10	168	73	272	2,188	1,409
Azores and Maderia.....	13	64	13	179	241	655
Roumania.....	2			44	1	1
Soviet Union.....	3	6		257	1,519	181
Spain.....	110	231	179	793	4,484	3,003
Sweden.....	211	306	137	2,114	3,681	3,184
Switzerland.....	369	845	744	3,488	11,149	11,941
Yugoslavia.....	4			64	2	23
Total Europe.....	2,758	3,687	3,845	39,891	39,570	57,568
<b>Other Foreign Countries:</b>						
Abyssinia.....		9	12	2	1	9
Afghanistan.....					1,587	
Belgian Congo.....		112	189	1	664	815
Burma*.....						
China.....	147	268	67	2,466	2,321	2,304
Greenland.....				512	271	
Egypt.....	58	16	582	547	252	205
French Africa.....		103		65	353	252
French East Indies.....	48			218		1
French Guiana.....						
French Oceania.....				1	22	18
French West Indies.....			5	1	3	19
Madagascar.....			5	36	123	18
St. Pierre and Miquelon.....	5			10	7	15
Iraq.....	23	599	555	303	1,489	1,502
Tripoli.....						
Other Italian Africa.....					4	3
Japan.....	435		48	4,643	3	350
Korea.....				1		
Liberia.....				38	60	25
Morocco.....	3	2	3	69	18	36
Netherlands East Indies.....	22		16	786	57	200
Netherlands Guiana.....			37		59	519
Netherlands West Indies.....		11	198		3,186	8,648
Iran.....	2	12	11	84	274	299
Philippine Islands.....	82	975	148	386	2,058	8,063
Portuguese Africa.....		25	15	1	510	392
Portuguese Asia.....				2		
Siam.....				10	12	28
Canary Islands.....	1		2	14		2
Spanish Africa.....						
Syria.....	4	4	2	13	71	30
Turkey.....	16	1,774	36	251	1,880	2,672
Total Other Foreign.....	846	3,910	1,931	10,460	15,285	26,425
TOTAL FOREIGN COUNTRIES.....	36,764	153,516	171,692	491,353	1,586,779	2,219,550
TOTAL IMPORTS.....	49,720	173,782	206,077	677,451	1,927,279	2,573,944

\*See British Countries prior to 1948.

# Colombia Authorizes Letters of Credit for Essential Imports

*Restrictions continue, with much higher prices for many imports—Black market in foreign exchange develops—Provision of licences, without right to purchase exchange, is recent expedient—Special aid given gold-mining industry—Improvement in situation expected this year.*

By H. W. Richardson, Acting Canadian Trade Commissioner

**B**OGOTÁ, February 19, 1948.—Irrevocable letters of credit are authorized for the importation of essential commodities, such as industrial, mining and agricultural machinery, raw materials for industry and food-stuffs imported in bulk, including wheat, flour, rice and sugar. It is necessary that other merchandise should be shipped to Colombia on sight or term drafts. Although there are instances of long-term credits returning to this market, only sight drafts can be recommended at this stage, except with long-standing connections.

Severe restrictions on the approval of new import licences and the extension of licences that had expired were imposed last July and August. These were continued as Colombia's receipts of gold and foreign exchange from all sources failed to overtake the necessary remissions for maturing obligations abroad and for letters of credit for the most essential imports. Arbitrary decisions determined the relative essentiality of many applications for licences. It was stated that the government's policies were impairing seriously the economy of this country, but this criticism is now abating.

Scarcities soon developed in many important consumer items, notably drugs, clothing, films, liquors and cigarettes, for the importation of which licences were unlikely to be granted for three or four months. This situation was reflected in prices of the merchandise concerned, which rose at least fifty per cent during this short period.

## Black Market Dealings Developed

These developments led to a rather desperate effort to increase the flow of general merchandise to the country, by granting licences without the right to purchase foreign exchange from the banks, by means of Resolution No. 175, dated August 20. It was apparently expected that this measure, referred to as an importation of capital without right of re-export, would draw out hoarded supplies of foreign exchange being withheld from the Bank of the Republic. However, the actual result has been to encourage the first black market dealings in foreign exchange in over ten years, and to devalue the Colombian peso about 25 per cent for all general merchandise and luxury imports, with the consequent undesirable effect of maintaining the recent exorbitant price increases.

This situation is attributed to the extremely low quotas of normal licences for general merchandise, approved under the authority of Resolution No. 174, and also to the fact that the non-reimbursable licences, approved under Resolution No. 175, were ruled to be outside the limits as set by the quotas under No. 174.

It has now been reported that U.S.\$49,936,000 in such non-reimbursable licences were taken out in the four months September to December, since this resolution, and many of these were believed to be speculative



in nature and not based in fact upon offerings of merchandise. As a result, Resolution No. 180 was passed September 29, calling for a 10 per cent deposit from the applicants of non-reimbursable licences to be forfeited when less than half of the value of the licence is actually shipped within the six-month validity period of the licence. This deposit is now increased to 20 per cent by Decree 117 of 1948. These latest measures have doubtless reduced the volume of business done with these licences, which was much less than with normal licences totalling \$332,986,000 for the full year 1947.

Furthermore, the supply of free exchange available for non-reimbursable licences is expected to decrease steadily in the future, particularly since such dealings are only partly legalized by this resolution No. 175, which appears to contradict other long-standing decrees. The foreign oil companies, which are net sellers of United States funds, are not entering this unofficial exchange market and are continuing to sell their funds to the Bank of the Republic at the official rate of 1.75 pesos to the dollar.

Meanwhile, exporters need not feel apprehensive about shipping on the authority of non-reimbursable licences, so long as the Colombian importer can furnish satisfactory evidence of being able to produce the necessary funds from various American bank accounts. With such business, it is clearly necessary to know the Colombian importer well from past experience or to have the advice of a competent and experienced local representative. The work of these local representatives has considerably increased as a result of these measures, while their income has dropped alarmingly with the reduced volume of business possible.

#### **Gold Producers Given Special Exchange Certificates**

In order to increase the amount of free exchange available for non-reimbursable licences and to stimulate the country's declining gold production, a novel plan was instituted in January, 1948, by authority of Decree No. 61 of 1947, and regulatory Decree No. 117 of 1948. Instead of being forced to sell all their gold production at the official rate of exchange based on \$35 per ounce, the producing companies will be paid in gold certificates negotiable on the open market to buyers of exchange for non-reimbursable licences. This benefits primarily the small local producers, as all their output will be paid for in this manner. The large companies, owned mainly by foreign capital, will be allowed similar special certificates for their production. This can only be sold to the importers of preferential and first-group merchandise. The total annual volume of these certificates is estimated at \$11,000,000, which will not even approach satisfaction of the special demand previously created for them. Furthermore, it is not yet known what objections to this scheme will be raised by the International Monetary Fund.

Another expedient which has been resorted to in an increasing degree by many United States exporters of general merchandise is shipping many small c.o.d. parcels of goods valued at less than 50 pesos or \$28, as these require no import licence. To date, exchange has been made available to the collecting agencies at the official rate. Principal among these agencies is the Pan-American Air Express Company, and it is reported that customs offices throughout the country are swamped with fifty-peso packages arriving by air. However, if this loophole is indulged in to excess, it can easily be stopped by another resolution of the Office of Exchange and Import Control, reducing the exemption or abolishing it entirely.

## **Measures Intended to Increase the Importation of Capital**

Another section of Resolution No. 175 provides in an involved manner the procedure by which capital may be imported to Colombia in the form of industrial, agricultural or mining machinery, and which may not be re-exported until after at least five years investment in the same enterprise. Such capital may remit the proceeds of its yield every three months following the sixth month from the date of introduction of the capital to the country. The capital itself may be re-exported after five years only up to its original value, as declared with the Office of Control. The investment must be made in a commercial, industrial or agricultural enterprise which, in the opinion of the Ministry of National Economy, is beneficial to the country's economy as a whole. The account books must then be registered with a Chamber of Commerce and, in addition, every month or six months, according to the period fixed for balancing the accounts of the enterprise, an extract of the account must be sent to the Office of Control, showing the progress of the enterprise in which the capital has been invested. Furthermore, re-export of this capital may be prevented even after five years, unless it can be proved that such re-export will not prove detrimental to the stability of the enterprise. These provisions are intended to cover the equipment of a branch factory in this country by a foreign parent concern, primarily affecting a considerable number of American subsidiary companies in Colombia.

## **Favourable Balance of Trade in November Result of Control Measures**

The restrictive measures, which began early in 1947 and finally crystallized during August and September in the new forms of control described above, resulted in a reversal of the trend of regular monthly unfavourable balances of payments in the month of November. A favourable balance of U.S.\$9,100,000 then appeared, followed by another favourable balance of U.S.\$2,758,000 in December. The unfavourable balance of payments, which reduced Colombia's reserves of exchange and gold to U.S.\$71,169,000 by October 31, was therefore reduced to U.S.\$59,311,000 by the end of 1947. Sales of gold abroad, which were stepped up earlier in the year, tapered off towards the close, due to this exchange improvement, and total sales of U.S.\$13,654,000 very closely approximated the country's actual production of this metal.

It is thus seen that the corrective measures taken during the difficult year of 1947 have been largely effective in achieving the necessary results, although they were greatly aided by record high prices of green coffee in world markets, which accounts for over 65 per cent of Colombia's receipts of foreign exchange from all sources. Although many hampering restrictions will remain through 1948, a sufficiently strong position fundamentally has now been reached to permit guarded optimism for future improvement. This, however, is always subject to the price of coffee.

## **System of Import Licence Quotas Established**

Basic quotas were established to limit the amount of licences for the different groups of merchandise with each individual importer, and the procedure was legalized on August 6 by Resolution No. 174. In arriving at these quotas, account was said to have been taken of the importer's volume and value of merchandise imports over the past three years, the amount of capital in the business, and the economic and social needs of the country that his business might satisfy. The resulting quotas,

allotted in the first half of September, resulted in basic annual quotas of from 40 to 90 per cent of those applied for by the various importers, based largely on past experience.

It was announced in the first week of September that the quarterly percentages allowable of the normal type of import licences for the current quarter, July 1 to September 30, would be 15 per cent of the annual quota for Groups Preferential and first, and only 3 per cent of the annual individual quota for Groups 2, 3, 4 and 4-Bis. In the first week of October it was announced that these percentages would be only 15 per cent and 5 per cent respectively for the quarter October 1 to December 31. For the present quarter, importers' quotas have been set at 15 per cent and 7 per cent respectively. The steady but still small increases for relatively non-essential merchandise from 3 per cent to 7 per cent per quarter reflects the general exchange improvement which has taken place as a result of the various measures taken during 1947. On an annual basis, however, importers are being held to 60 per cent of their former requirements of essential goods and 20 per cent for luxuries and less essential merchandise.

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### Foreign Commercial Representatives Honour Minister

**Canada—Foreign Commercial Representatives in Ottawa of twenty-nine countries gave a luncheon on January 27, 1948, in honour of the Hon. James A. MacKinnon, who was Minister of Trade and Commerce from 1940 to 1948, when he was appointed Minister of Fisheries. Francisco Pardo de Zela, Commercial Attaché at the Peruvian Embassy, was chairman at the luncheon, and paid tribute to the assistance rendered by the Minister and the Foreign Trade Service in stimulating closer commercial relations with foreign lands during his term of office.**

*Photo by T. V. Little.*





# Business Recession in Mexico is Result of Inflationary Spending

*Past year characterized by efforts to satisfy war-starved consumer demands—Struggle to increase agricultural production, to develop new national industries and to correct unfavourable trade balances entered new, decisive stage—Trade with Canada at record level.*

By D. S. Cole, Commercial Counsellor, Canadian Embassy

(Editor's Note—This is the first in a series of three articles on economic, financial and commercial conditions in Mexico during 1947.)

MEXICO CITY, January 19, 1948.—Business recession, the result of inflationary spending to satisfy war-starved consumer demands, characterized the past year in Mexico. The struggle to increase agricultural production, to develop new national industries and to correct unfavourable trade balances entered a new, decisive stage. The transitional period for imports, which were prohibited by emergency decree of July 11 in an effort to halt the outflow of gold and exchange reserves, expired on October 15. Imports in October were valued at 273,000,000 pesos, a substantial increase over the figure for September, amounting to 25,000,000 pesos, and the value of exports was 158,000,000 pesos, the lowest monthly figure of the year.

On November 13, Mexico revised its import tariff law so as to "give an adequate margin of protection" to industry and agriculture. The government declared that the steady advance of prices since 1940 had made necessary the imposition of ad valorem duties as well as revised specific duties. Very few tariff classifications were revised downwards. On the last day of the year, the government published new duties to be paid on goods whose entry has been prohibited since the July decrees.

The overall picture of a country fighting to retain dwindling reserves and at the same time not to retrench on plans for general development of trade and industry was completed in November by the formation of a Commission of Commercial Interchange and Bilateral Credits, attached to the Foreign Ministry. The Commission indicated that the government will barter goods when, and for so long as, normal financial procedures do not appear to be feasible.

## Strong Development of Reciprocal Trade with Canada

Prior to World War II the import trade of Mexico was dominated by three countries—the United States, Germany and Great Britain. At that time the trade position of Canada in Mexico was most obscure and negligible. Today, resulting from the Canadian-Mexican most-favoured-nation Trade Agreement, signed in February, 1946, by the establishment of direct steamship services between Canadian and Mexican ports; and by the strong development of reciprocal trade, Mexico has advanced from the forty-first supplier of goods to Canada to the fifth. Similarly, Canada has done extremely well in Mexico. From a country shipping a very small volume of goods to this country, she is today in third position, only being exceeded by the United States and Great Britain.

Thus it is fair to assume that in 1948 a still further advance will be seen in reciprocal trade, despite the necessary import luxury restrictions which both Mexico and Canada have had to impose, and which affects the products of both countries.

The favourable factors with regard to the Mexican economic and commercial position in 1948 will be that Mexico is at peace with the countries both north and south of her; that labour is relatively tranquil; transportation is improving; and that the business community of Mexico is hopeful in view of the rather large government spending program.

Stocks are relatively high as Mexico goes into the new year and basic industries such as iron and steel, chemical, textile, and food processing are relatively in full employment. The outlook for cash crops is somewhat better for the forthcoming year. Government plans for exportable surpluses of sugar, rice and even wheat and corn may mature in 1948, which would very definitely aid the economic position. Other commodities which appear to be reasonably satisfactory for 1948 are coffee, bananas, sisal and cotton. In 1947 the Mexican cotton crop was very good and both Canada and the United States imported large quantities. Exports were so heavy that the Mexican Government recently found it necessary to refuse all export permits in order that there be sufficient raw material for their own textile mills.

If import restrictions and prohibition of luxury goods become effective in 1948; should the exportable surpluses of natural products be substantial; should the exodus of nervous capital terminate, then Mexico should be in a favourable position even with her international balance of payments position which has been so critical during the whole of 1947.

#### **Effects of Aftosa Epidemic and Petroleum Situation Detrimental to Economy**

The unfavourable factors are the extensive and devastating effects economically of the aftosa epidemic, which will continue through 1948 and 1949, according to the experts. The other unfavourable factor is the current petroleum situation in Mexico. The Mexican press in recent months has given very considerable publicity with reference to the rectification of Mexico's critical international balance of payments position through the increased production and export of petroleum. To this end a very considerable program will possibly be carried out in 1948 of drilling for new petroleum sources. If 1947 is taken as a criterion, however, there is every possibility that Mexico will be in no better position to export petroleum or petroleum products in 1948 than in 1947 and, in fact, the situation might be even worse. According to recent newspaper reports, Mexico produced an estimated 56 million barrels of oil in 1947, which is less than the increase in Texas production in that year alone. The exploratory program calls for the drilling of 125 wells, which is 1.2 per cent of those drilled in the adjacent State of Texas in 1947. With reference to the petroleum situation, Ing. Andres Lopez Vazquez, chief of Petroleos Mexicanos geologists, recently stated that the future was extremely black for the Mexican petroleum industry unless the indifference to technical problems in Mexico be overcome. He stated that in the past no one in authority had paid any attention to the drilling of wells for exploitation, preferring a systematic extraction of oil from certain sources, which is resulting in the drying up of these areas. If new fields are not opened soon, Sr. Vazquez states that Mexican production will disappear completely within the next 15 to 20 years.

In view of the importance of petroleum production in Mexico, these references to the current situation are deliberately included in the forecast for 1948. The favourable estimates for 1948 approximately balance the unfavourable ones; and with continued inflation in the United States, 1948 might well be a repetition of 1947 with continuing high prices, some

scarcity of luxury goods, a certain increase in industrialization and a problematical improvement in Mexico's international balance of payments. Just as Canada is to a great extent dependent upon conditions in the United States, so also is Mexico tied up with United States economy

#### **Volume of Foreign Trade Tripled Since 1939**

The volume of Mexico's foreign trade has tripled since 1939, when total foreign trade was valued at 1,544,000,000 pesos (\$308,800,000 approximately). In 1946 it reached 4,644,000,000 pesos. The total during 1947 is estimated at 5,638,000,000 pesos, or about \$1,127,600,000, but the excess of imports over exports also reached a record high level last year.

**Mexico—Intersection in business section of Mexico City. Past year characterized by efforts to satisfy war-starved consumer demands in Mexico.**





The unfavourable balance of 300,000,000 pesos in 1944 was held to 270,000,000 pesos in 1945, but nearly tripled to 726,000,000 pesos in 1946. This excess of imports over exports had reached an estimated 939,000,000 pesos by the end of September last and consequently may have topped the billion peso mark by the end of the year.

Imports were valued at 295,000,000 pesos in January, and reached their highest monthly level during May, when they were valued at 315,000,000 pesos. In May the adverse balance of trade amounted to 146,000,000 pesos, as compared with the highest monthly figure for the year of 159,000,000 pesos, in April. July decrees limiting imports were successful in lowering the adverse balance to 56,000,000 pesos in August and 25,000,000 pesos in September. Thus half the excess of imports over exports during the first nine months of the year was piled up in the months of April, May and June. But imports increased again to 273,000,000 in October, when exports were below average at 158,000,000 pesos.

Mexican exports remained consistently at a monthly average value of 180,000,000 pesos. Their highest value was 248,000,000 pesos, in January, and their lowest in April, 144,000,000 pesos.

The danger of further severe losses of gold and foreign exchange through abnormal lack of trade balances appears to have been averted by operation of the emergency decrees prohibiting luxury imports which were issued in July.

The balance of monetary reserves declined to 71.0 up to July 12, 1947, as compared with December 30, 1946, and to 62.2 by September 6. Since then "the figure has not diminished a great deal", according to the Banco Nacional de Mexico, since on September 30 it stood at 62.6 and on October 4 at 61.8. "This total may possibly decrease further", the Banco Nacional reports, "but it is certain that it is not dwindling at the speed which caused the July decree to be issued." The development of Mexico's foreign trade in recent years is illustrated by the following table:—

#### Development of Mexican Trade

	Imports				
	1939	1943	1945	1946	1947*
	(Millions of Pesos)				
Food products .....	37.1	97.0	220.1	356.6	284.2
Durable goods .....	201.7	159.1	268.6	535.4	737.6
Capital goods .....	179.1	218.4	538.1	970.1	1,133.6
Industrial products .....	209.6	250.2	360.4	463.8	568.6
Various .....	2.2	185.7	216.2	288.6	735.6
Total .....	629.7	910.4	1,603.4	2,614.5	3,459.6
	Exports				
	1939	1943	1945	1946	1947*
Animal products .....	41.4	89.6	108.8	128.1	74.8
Vegetable products .....	133.3	132.7	321.8	401.8	561.4
Mineral products .....	708.4	353.4	313.0	458.0	716.4
Industrial products .....	20.9	268.4	402.9	398.9	368.2
Various .....	10.4	281.6	187.1	574.7	458.2
Total .....	914.4	1,125.7	1,333.6	1,961.5	2,179.0

\*Estimated on the basis of first nine months.

#### Trade with Canada at Record Level

Mexico retained a favourable balance of trade with Canada during 1947, when the total trade between the two countries reached a new record value. Total trade in 1946 was valued at \$25,146,180, a record up to that time. By the end of October last year, combined imports and exports had reached \$22,743,298. Trade last year should therefore have exceeded that

in 1946 by about a million dollars. Mexico's favourable balance, which reached \$5,343,107 in 1945 and \$4,073,696 in 1946, stood at \$2,209,172 at the end of October, 1947.

Canada's exports increased by about ten per cent during the year, as they totalled \$10,536,242 in 1946 and had reached \$10,786,104 at the end of November last. Liquor, crude rubber, furs, leather for footwear, cotton fabrics, oilcloth, newsprint, ferro-manganese and silicate, sewing machines, railway cars and parts, aluminium cable and wire, insulated copper wire, dynamos and generators, asbestos milled fibres and soda and sodium compounds all stood high in the Canadian export list.

Several Mexican export items decreased in value during last year, as compared with 1946. Fresh bananas, peanuts, crude rubber, starch, women's shoes, and unmanufactured silver, all declined in value. The loss was not compensated by slight increases in export values of cherries, broom corn, silk fabrics, earthenware, raw cotton, and fresh tomatoes.

Considering the effect of Mexico's prohibition of more than 100 items, by emergency decree issued in July, 1947, the results obtained by Canada during the year were satisfactory. It is to be expected that Mexican import tariffs, recently revised, will show an upward trend and will offer protection for new domestic industries as quickly as they are established. Canadian exporters therefore will find that trade with Mexico will tend more and more towards raw materials, semi-manufactured goods and tools, machinery and equipment for this country's industrial development. At the same time, Mexican exports, which reached record levels in wartime, are expected to remain stationary or decrease in value during the next few years, so that the exchange of commodities between the two countries may be equalized in the immediate future.

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## Mexican Adverse Balance of Trade Reached Record Peak in Past Year

*Imports valued at 3,230,294,498 pesos and exports at 2,150,935,916 pesos—Measures taken to stem flood of imports did not succeed in improving foreign trade balance—National effort to increase exports being defeated by desire to satisfy luxury needs.*

**By D. S. Cole, Commercial Counsellor, Canadian Embassy**

**M**EXICO CITY, February 24, 1948.—Despite drastic measures taken by the Government of Mexico to correct its dollar exchange position by prohibiting the importation of a wide range of luxury items and increasing the tariff on others, the adverse balance of trade reached a record peak during the past year. Imports into Mexico were valued at 3,230,294,498 pesos and exports from Mexico at 2,150,935,916 pesos. The unfavourable trade balance, which is equivalent to approximately \$215,872,000, was the largest in the history of this country, and compares with that of approximately \$144,305,000 in 1946, the previous record year. In issuing these figures, the government emphasized that Mexico last year felt the full impact of postwar recession, and unemployment was noted as a new factor in the life of the nation.

Since exports last year rose to a record value of 2,150,935,916 pesos, as compared with a value of 1,915,260,677 pesos in 1946, some small measure of success was achieved, but the nature of exports changed notably. Markets for cotton textiles, beer, footwear and worked silver were severely affected, falling off by 95,000,000 pesos, 28,000,000 pesos, 5,000,000 pesos

and 4,000,000 pesos respectively. Exports of cattle fell by 47,000,000 pesos on account of the year-long incidence of hoof and mouth disease.

Global exports of industrial metals rose by 307,000,000 pesos as compared with 1946. Sales of henequen and henequen fibres were up 61,000,000 pesos; of fish and shellfish, 21,000,000; of chickpeas, 14,000,000; of fresh tomatoes, 29,000,000; coffee, 26,000,000; linseed, 12,000,000; and raw cotton, 120,000,000 pesos.

### **Large Imports of Luxury Goods Affect Trade Balance**

Voluminous imports of luxury goods, which were barred in July last by emergency decrees designed to conserve gold and exchange reserves, were a decisive factor in the balance of the year's foreign trade. The value of these imports rose from 150,000,000 pesos in 1946 to 260,000,000 pesos last year. Import value of refrigerators was stated to have been 21,000,000 pesos; wines and liquors, 23,500,000; radio receiving sets, 31,000,000; stoves, 12,000,000; and automobiles, 170,000,000 pesos.

The international trade deficit stood at 732,000,000 pesos at the time of the July decrees limiting imports. It rose to 788,000,000 in August, 813,000,000 in September and 928,000,000 by October.

It is clear that measures to stem the flood of imports by barring some products and, later in the year, by increasing import duties did not succeed in improving the foreign trade balance. The national effort being made to increase exports is being defeated by the desire among a section of the community to satisfy luxury needs acquired during the war and postwar period of shortages of consumer goods. Mexico's solution lies in the nation's ability to grow foodstuffs sufficient for its needs.

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## **Export and Import Trade of Gambia Has Increased as Purchasing Power Higher**

*Presence of troops during the war contributed to the demand of natives for higher standard of living and also considerably increased local purchasing power—Value of exports and imports increased from \$1,155,200 and \$1,109,000 in 1938 to \$3,107,820 and \$4,160,000 in 1945 respectively.*

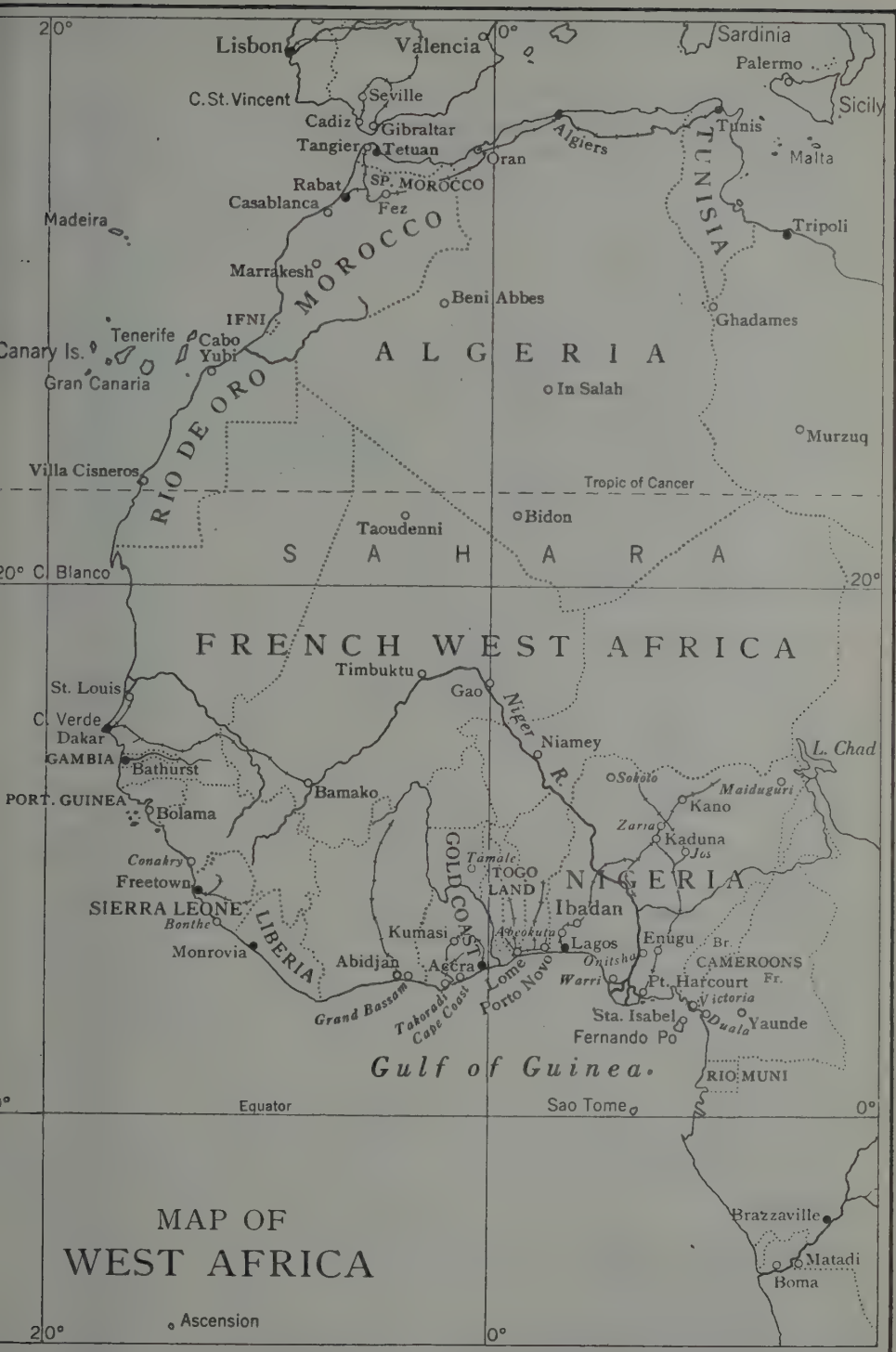
**By R. P. Bower, Commercial Secretary for Canada**

(Editor's Note—This is the last in a series of six articles on economic conditions in British West Africa prepared for *Foreign Trade*. The first five appeared in the January 24th, February 7th, February 14, February 28th and March 6th issues.)

**L**ONDON, December 15, 1947.—Gambia, the smallest of the four British West African colonies, covers an area of only 4,069 square miles and has a population of 200,000 people. The colony consists of a narrow strip of land, approximately six miles wide, on either side of the Gambia River. Ocean-going steamers can navigate this river for 150 miles inland from Bathurst, the chief port, located at its mouth.

The presence of large numbers of troops during the war considerably increased local purchasing power and contributed to the demand of the natives for a higher standard of living. This is evidenced by the increase which has occurred in the value of imports, from \$1,109,000 in 1938 to \$4,160,000 in 1945. Export trade has also undergone a sizeable expansion, from \$1,155,200 in 1938 to \$3,107,820 in 1945.





Prepared at the office of the Surveyor General, Ottawa

The Gambia Plan was formulated in 1943, and considerable preliminary work has already been done. It is estimated that about \$4,000,000 will be spent, largely on education, health, and veterinary services.

#### Value of Imports Increased Over Prewar

Imports for 1945, excluding bullion and specie, were valued at \$4,160,000, compared with \$1,109,000 in 1938. The United Kingdom with \$1,946,000 was the largest supplier followed by: the United States, \$498,400; Sierra Leone, \$368,000; Netherlands West Indies, \$336,000; Nigeria, \$196,000; and British India, \$161,000. Canada was the tenth supplier with \$60,000, which compares with \$577,000 in 1943, the peak of the war years, and \$40,000 in 1937. The following paragraphs deal with the principal import items:

*Beer, Stout, Ale, and Porter*—Imports of 31,239 gallons were valued at \$44,400. Canada supplied 9,035 gallons worth \$11,200; the United States, 7,059 gallons worth \$10,500, and the United Kingdom the balance.

*Wheat Flour*—Imports in 1945 amounted to 11,000 cwt. valued at \$65,308, of which 10,723 cwt. valued at \$59,900 originated in the United States. The balance came from the United Kingdom.

*Concentrated Milk*—Unsweetened condensed milk was the most popular variety. Imports in 1945 amounted to 1,328 cwt. valued at \$25,100, all of which originated in the United States. Imports of powdered milk, largely from the United States, were valued at \$4,000.

*Cotton Piece-Goods*—Imports of unbleached grey goods amounted to 770,956 square yards in 1945, valued at \$135,400, the largest suppliers being British India and the United States with 357,000 and 243,000 square yards respectively. Imports of white bleached cotton piece-goods, plain weave, amounted to 1,907,000 square yards valued at \$302,400, the principal supplier being the United States (1,112,000 square yards) and the United Kingdom (712,302). Fancy weave imports were 314,000 square yards valued at \$112,000, all from the United Kingdom. Other cotton piece-goods imports included a million and a half square yards of print cloths, valued at \$400,000; 771,000 square yards of dyed piece-goods worth \$177,000; and 445,000 yards of coloured cottons valued at \$157,000. Canada was not a supplier under any cotton textile heading.

*Motor Vehicles*—Ninety-five commercial vehicles valued at \$47,000 were imported in 1945, of which sixty-nine valued at \$13,000 came from the United Kingdom, and the balance from the United States. Seventeen private cars were imported with a total value of \$105,000, fourteen originating in the United Kingdom and one each in Canada, Nigeria and the United States.

*Cement*—Cement imports in 1945 came entirely from the United Kingdom and amounted to 2,275 tons valued at \$14,308.

*Medicines and Drugs*—Imports under this heading were valued at \$42,000 in 1945, \$39,200 originating in the United Kingdom and the bulk of the balance in the United States. Imports from Canada were valued at \$600.

#### Exports from Gambia, by Countries

	1938	1945
United Kingdom .....	\$ 281,200	\$2,854,700
Belgium .....	245,800	....
Denmark .....	192,000	1,000
Holland .....	175,200	....
Other parts of the world .....	261,000	252,120
Total .....	\$1,155,200	\$3,107,820

## Trade Commissioners on Tour

CANADIAN Trade Commissioners return periodically from their posts in foreign lands to familiarize themselves with conditions in this country and the special requirements of the commercial community. They are in a position to furnish information concerning markets in their respective territories and possible sources of supply. Exporters and importers are urged to communicate with these officers, when in their vicinity, with a view to establishing connections that will assist in the promotion of their particular commercial interests, now and in the future. Arrangements for interviews with these trade commissioners should be made directly through the following offices in the areas concerned:

### Ottawa—Foreign Trade Service, Department of Trade and Commerce

Calgary—Board of Trade.

Edmonton—Can. Manufacturers' Association.

Gananoque—Chamber of Commerce.

Halifax—Board of Trade.

Hamilton—Chamber of Commerce.

Montreal—Montreal Board of Trade.

Pembroke—Chamber of Commerce.

Quebec City—Board of Trade.

Renfrew—Board of Trade.

Saint John—Board of Trade.

Toronto—Can. Manufacturers' Association.

Vancouver—H. W. Brighton, Foreign Trade Service, Room 331, Marine Building.

Victoria—Dept. of Trade and Industry.

Windsor—Chamber of Commerce.

Winnipeg—Can. Manufacturers' Association.

W. G. Stark, until recently Commercial Secretary for Canada in Lima, Peru, is at present making a tour of Canada before resuming his service abroad. He will discuss trade with Peru and Ecuador with businessmen in the cities listed below on the named dates.

### W. G. Stark

(Formerly stationed in Lima, Peru, as Commercial Secretary for Canada)

Ottawa—March 15-18.

## Trade and Tariff Regulations

### Great Britain Amends Fresh Fish Licence

London, February 11, 1948.—(FTS)—Effective today, the Open General Licence that permitted importation into the United Kingdom of fish, fresh (other than frozen), except salmon, grilse and trout, from any country, has been amended in order to exclude such fish, unless imported from Eire, Iceland or certain European countries.

The effect of this amendment, so far as Canada is concerned, is to make the importation of all fresh fish subject to individual import licence for each transaction.

Under existing world trade conditions, imports into individual countries are usually subject to some form of government regulation, such as tariffs, quotas, import licences, foreign exchange controls, quarantine or marking procedure, which must be complied with to gain access to the foreign market or to receive payment for the goods shipped. These regulations should be carefully investigated, as failure to comply with them may result in heavy fines being imposed on the importer and possible confiscation of shipments. (See our ABC of Canadian Export Trade, page 11.)





## Ocean-Going Sailing Schedules

Information contained in the following list of sailings, such as destination, port of departure, loading date, name of ship and operator, is furnished by steamship companies and agents concerned. This is the latest available and subject to change after *Foreign Trade* has gone to press, particularly as this relates to the loading date and name of vessel.

The loading date and name of ship are not indicated in some instances, due to the fact that on certain routes information available is not sufficiently definite to mention the steamer that will be placed on a berth for the destination shown. The name of the probable operator is given, however, and exporters should seek further particulars from the operator or agent indicated.

### Departures from Montreal

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>Africa-East—</b>			
Lourenço Marques..	April 25-30	<i>Cumberland County</i>	March Shipping
Lourenço Marques..	Apr. 29-May 6	<i>Norden</i>	Kerr Steamships
Mombasa.....			
<b>Africa-South—</b>			
Cape Town.....	April 25-30	<i>Cumberland County</i>	March Shipping
Port Elizabeth.....			
East London.....	Apr. 29-May 6	<i>Norden</i>	Kerr Steamships
Durban.....			
<b>Belgium—</b>			
Antwerp.....	Apr. 27-May 5.	<i>Marchcape</i>	March Shipping
<b>Ceylon—</b>			
Colombo.....	{ April 20-25 April 25	<i>Riverside</i> <i>Daghestan</i>	March Shipping McLean Kennedy
<b>China—</b>			
Shanghai.....	April 20-25	<i>Riverside</i>	March Shipping
<b>Egypt—</b>			
Alexandria.....	April 24-27	<i>Mentor</i>	Cunard Donaldson
Port Said.....			
Suez.....			
<b>France—</b>			
Le Havre.....	Apr. 27-May 5	<i>Marchcape</i>	March Shipping
<b>Hong Kong</b>	April 20-25	<i>Riverside</i>	March Shipping
<b>India—</b>			
Bombay.....	April 20-25	<i>Riverside</i>	March Shipping
Madras.....			
Calcutta.....			
Karachi.....	April 25	<i>Daghestan</i>	McLean Kennedy
Bombay.....			
Madras.....			
Calcutta.....			
<b>Netherlands East Indies—</b>			
Batavia.....	April 24-27	<i>Mentor</i>	Cunard Donaldson
Cheribon.....			
Samarang.....			
Soerabaya.....			

## Departures from Montreal

Destination	Loading Date	Vessel	Operator or Agent
<b>Malaya—</b> Penang..... Port Swettenham..	April 24-27	<i>Mentor</i>	Cunard Donaldson
<b>New Zealand—</b> Auckland..... Wellington..... Lyttelton..... Dunedin.....	Late April	<i>A Ship</i>	Montreal Australia New Zealand Line
<b>Singapore</b> .....	{ April 20-25 April 24-27	<i>Riverside</i> <i>Mentor</i>	March Shipping Cunard Donaldson
<b>United Kingdom—</b> Avonmouth.....	April 23-30	<i>Dorelian</i> (r)	Cunard Donaldson
Glasgow.....	April 24-30	<i>Laurentia</i>	Cunard Donaldson
Liverpool.....	April 25-30	<i>Fort Musquarro</i>	Cunard Donaldson
London.....	April 20-26	<i>Fort Ticonderoga</i>	Cunard Donaldson

## Departures from Halifax

\*Sails from Saint John about three days earlier.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>Africa-East—</b> Lourenço Marques..	March 23-27	<i>Digby County</i>	March Shipping
<b>Africa-South—</b> Cape Town..... Port Elizabeth..... East London..... Durban.....	March 23-27	<i>Digby County</i>	March Shipping
<b>Argentina—</b> Buenos Aires.....	March 22-26	<i>Royal Prince</i>	Furness Withy
<b>Belgian Congo—</b> Matadi.....	March 23-27	<i>Digby County</i>	March Shipping
<b>Belgium—</b> Antwerp.....	March 23-29	<i>Sein</i>	Furness Withy
<b>Brazil—</b> Rio de Janeiro..... Santos.....	March 22-26	<i>Royal Prince</i>	Furness Withy
<b>Ceylon—</b> Colombo.....	March 20	<i>Rockside</i>	March Shipping
<b>China—</b> Shanghai..... Shanghai.....	March 20 March 27-30	<i>Rockside</i> <i>Agamemnon</i>	March Shipping Cunard Donaldson
<b>Cuba—</b> Santiago.....	March 20-22	<i>Lake Traverse</i>	Drew Brown
<b>Egypt—</b> Alexandria..... Port Said..... Suez.....	March 20-30	<i>Talhybius</i>	Cunard Donaldson
Alexandria.....	March 20	<i>Rockside</i>	March Shipping
<b>Gibraltar</b> .....	March 18-25	<i>Mont Gaspe</i>	Montreal Shipping
<b>Greece—</b> Piraeus.....	March 18-25	<i>Mont Gaspe</i>	Montreal Shipping

## Departures from Halifax—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Hong Kong</b> .....	March 20 March 27-30	<i>Rockside</i> <i>Agamemnon</i>	March Shipping Cunard Donaldson
<b>India and Pakistan—</b> Bombay..... Calcutta..... Madras.....	March 20	<i>Rockside</i>	March Shipping
<b>Italy—</b> West Coast Ports...	March 18-25	<i>Mont Gaspe</i>	Montreal Shipping
<b>Malaya—</b> Penang..... Port Swettenham...	March 20-30 March 22-24	<i>Talhybius</i> <i>Cape San Diego</i>	Cunard Donaldson Pickford and Black
<b>Malta</b> .....	March 18-25	<i>Mont Gaspe</i>	Montreal Shipping
<b>Mediterranean—</b> Central and Western Areas....	March 18-25	<i>Mont Gaspe</i>	Montreal Shipping
<b>Netherlands East Indies—</b> Batavia..... Cheribon..... Samarang..... Soerabaya.....	March 20-30 March 22-24	<i>Talhybius</i> <i>Cape San Diego</i>	Cunard Donaldson Pickford and Black
<b>Newfoundland—</b> St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's.....	March 13-18 March 15-18 March 17 March 21-23 March 23-26 March 24-27 March 28-29 March 27-31 March 30-Apr. 2 Mar. 30-Apr. 3 April 9-12	<i>Nova Scotia</i> <i>Island Connector</i> <i>North Pioneer</i> <i>Mayhaven</i> <i>Fort Townshend</i> <i>Island Connector</i> <i>Blue Peter II</i> (r) <i>Miss Glenburnie</i> <i>Fort Amherst</i> <i>Newfoundland</i> <i>Blue Peter II</i> (r)	Furness Withy Newfoundland Canada Clarke Steamships Shaw Steamships Furness Withy Newfoundland Canada Montreal Shipping Rowlings Limited Furness Withy Furness Withy Montreal Shipping
<b>Philippines—</b> Manila.....	March 27-30	<i>Agamemnon</i>	Cunard Donaldson
<b>Poland—</b> Gydia.....	March 31	<i>Mont Rolland</i>	Montreal Shipping
<b>Portugal—</b> Lisbon.....	March 25	<i>Mont Gaspe</i>	Montreal Shipping
<b>St. Pierre et Miquelon</b> .....	March 21-23	<i>Mayhaven</i>	Shaw Steamships
<b>Siam—</b> Bangkok.....	March 22-24	<i>Cape San Diego</i>	Pickford and Black
<b>Singapore</b> .....	March 20 March 20-30 March 22-24	<i>Rockside</i> <i>Talhybius</i> <i>Cape San Diego</i>	March Shipping Cunard Donaldson Pickford and Black
<b>Trieste</b> .....	March 18-25	<i>Mont Gaspe</i>	Montreal Shipping
<b>United Kingdom—</b> Avonmouth.....  Liverpool..... Liverpool..... Liverpool..... Liverpool.....  Southampton.....	April 4-6  March 13-18 Mar. 30-Apr. 3 April 7 April 9-14  March 24	<i>Norwegian</i>  <i>Nova Scotia</i> <i>Newfoundland</i> <i>*Empress of Canada</i> (r) <i>Ascania</i> (r) <i>Aquitania</i>	Cunard Donaldson  Furness Withy Furness Withy Canadian Pacific Cunard Donaldson  Cunard Donaldson
<b>Uruguay—</b> Montevideo.....	March 22-26	<i>Royal Prince</i>	Furness Withy



## Departures from Halifax—Concluded

Destination	Loading Date	Vessel	Operator or Agent
<b>West Indies—</b>			
Antigua.....	Mar. 23-Apr. 1	<i>Alcoa Ranger</i> (r)	Alcoa Steamships
Antigua.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Antigua.....	April 10-19	<i>Alcoa Runner</i>	Alcoa Steamships
Bahamas.....	Mar. 25-Apr. 2	<i>Canadian Cruiser</i> (r)	Canadian National
Barbados.....	Mar. 23-Apr. 1	<i>Alcoa Ranger</i> (r)	Alcoa Steamships
Barbados.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Barbados.....	April 10-19	<i>Alcoa Runner</i>	Alcoa Steamships
Bermuda.....	Mar. 23-Apr. 1	<i>Alcoa Ranger</i> (r)	Alcoa Steamships
Bermuda.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Bermuda.....	Mar. 29-Apr. 1	<i>Fort Townshend</i>	Furness Withy
Bermuda.....	April 10-19	<i>Alcoa Runner</i>	Alcoa Steamships
British Guiana.....	Mar. 23-Apr. 1	<i>Alcoa Ranger</i> (r)	Alcoa Steamships
British Guiana.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
British Guiana.....	April 10-19	<i>Alcoa Runner</i>	Alcoa Steamships
Dominica.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Grenada.....	Mar. 23-Apr. 1	<i>Alcoa Ranger</i> (r)	Alcoa Steamships
Grenada.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Grenada.....	April 10-19	<i>Alcoa Runner</i>	Alcoa Steamships
Jamaica.....	March 20-22	<i>Lake Traverse</i>	Drew Brown
Jamaica.....	Mar. 25-Apr. 2	<i>Canadian Cruiser</i> (r)	Canadian National
Montserrat.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
St. Kitts.....	Mar. 23-Apr. 1	<i>Alcoa Ranger</i> (r)	Alcoa Steamships
St. Kitts.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
St. Kitts.....	April 10-19	<i>Alcoa Runner</i>	Alcoa Steamships
St. Lucia.....	Mar. 23-Apr. 1	<i>Alcoa Ranger</i> (r)	Alcoa Steamships
St. Lucia.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
St. Lucia.....	April 10-19	<i>Alcoa Runner</i>	Alcoa Steamships
St. Vincent.....	Mar. 23-Apr. 1	<i>Alcoa Ranger</i> (r)	Alcoa Steamships
St. Vincent.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
St. Vincent.....	April 10-19	<i>Alcoa Runner</i>	Alcoa Steamships
Trinidad.....	Mar. 23-Apr. 1	<i>Alcoa Ranger</i>	Alcoa Steamships
Trinidad.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Trinidad.....	April 10-19	<i>Alcoa Runner</i>	Alcoa Steamships

## Departures from Saint John

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>Africa-East—</b>			
Lourenco Marques..	March 15-25	<i>Cargill</i>	Elder Dempster
	April 1-10	<i>Cottrell</i>	Elder Dempster
	April 15-25	<i>Kawartha Park</i>	Elder Dempster
<b>Africa-South—</b>			
Cape Town.....	March 15-25	<i>Cargill</i>	Elder Dempster
Port Elizabeth.....	April 1-10	<i>Cottrell</i>	Elder Dempster
East London.....	April 15-25	<i>Kawartha Park</i>	Elder Dempster
Durban.....			
<b>Australia—</b>			
Melbourne.....	March 22-31	<i>City of Bristol</i>	Montreal Australia
Sydney.....			
Brisbane.....			
Melbourne.....	April 20	<i>A Ship</i>	Montreal Australia
Sydney.....			New Zealand Line
Brisbane.....			
Adelaide.....			

# Departures from Saint John—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Belgium—</b>			
Antwerp.....	March 16	<i>Prins Frederik Hendrik</i>	Shipping Limited
Antwerp.....	March 17-23	<i>Mont Sorrel</i>	Montreal Shipping
Antwerp.....	March 18-25	<i>Brant County</i>	Canada Steamships
Antwerp.....	March 27	<i>Prins Willem II</i>	Shipping Limited
Antwerp.....	Mar. 27-Apr. 2	<i>Mont Rolland</i>	Montreal Shipping
Antwerp.....	April 1-8	<i>Beckenham</i>	Cunard Donaldson
Antwerp.....	April 8-15	<i>Mont Sandra</i>	Montreal Shipping
<b>Ceylon—</b>			
Colombo.....	March 20	<i>City of Swansea</i>	McLean Kennedy
Colombo.....	April 5-10	<i>City of Lyons</i>	McLean Kennedy
<b>China—</b>			
Shanghai.....	March 23-27	<i>City of Lucknow</i>	McLean Kennedy
Shanghai.....	April 17	<i>City of Rochester</i>	McLean Kennedy
<b>Colombia—</b>			
Barranquilla.....	March 16-20	<i>Apollo (r)</i>	Saguenay Terminals
Barranquilla.....	April 13-18	<i>Benny (r)</i>	Saguenay Terminals
<b>Dominican Republic—</b>			
Ciudad Trujillo.....	March 20-25	<i>Wentworth Park</i>	Saguenay Terminals
<b>Eire—</b>			
Dublin.....	March 16-20	<i>Lord Glentoran</i>	McLean Kennedy
Dublin.....	April 10-15	<i>Fanad Head</i>	McLean Kennedy
<b>France—</b>			
Le Havre.....	March 17-23	<i>Mont Sorrel</i>	Montreal Shipping
Le Havre.....	March 18-25	<i>Brant County</i>	Canada Steamships
Le Havre.....	Mar. 27-Apr. 2	<i>Mont Rolland</i>	Montreal Shipping
Le Havre.....	April 8-15	<i>Mont Sandra</i>	Montreal Shipping
<b>Germany—</b>			
Hamburg.....	Mar. 27-Apr. 2	<i>Mont Rolland</i>	Montreal Shipping
Hamburg.....	April 8-15	<i>Mont Sandra</i>	Montreal Shipping
<b>Haiti—</b>			
Port au Prince.....	March 20-25	<i>Wentworth Park</i>	Saguenay Terminals
<b>Hong Kong.....</b>	March 23-27 April 17	<i>City of Lucknow</i> <i>City of Rochester</i>	McLean Kennedy McLean Kennedy
<b>India and Pakistan—</b>			
Karachi.....	March 20 April 5-10	<i>City of Swansea</i> <i>City of Lyons</i>	McLean Kennedy McLean Kennedy
Bombay.....			
Calcutta.....			
Madras.....			
<b>Mexico—</b>			
Vera Cruz.....	April 21	<i>Federal Pioneer</i>	McLean Kennedy
<b>Netherlands—</b>			
Rotterdam.....	March 17-23	<i>Mont Sorrel</i>	Montreal Shipping
Rotterdam.....	March 18-25	<i>Brant County</i>	Canada Steamships
Rotterdam.....	March 27	<i>Prins Willem II</i>	Shipping Limited
Rotterdam.....	Mar. 27-Apr. 2	<i>Mont Rolland</i>	Montreal Shipping
Rotterdam.....	April 8-15	<i>Mont Sandra</i>	Montreal Shipping
Rotterdam.....	March 16	<i>Prins Frederik Hendrik</i>	Shipping Limited
Amsterdam.....			
<b>Netherlands West Indies—</b>			
Curacao.....	March 16-20	<i>Apollo (r)</i>	Saguenay Terminals
Curacao.....	April 13-18	<i>Benny (r)</i>	Saguenay Terminals
<b>New Zealand—</b>			
Auckland.....	March 22-31	<i>City of Bristol</i>	Montreal Australia New Zealand Line
Wellington.....			
Lytelton.....			
<b>Northern Ireland—</b>			
Belfast.....	March 16-20	<i>Lord Glentoran</i>	McLean Kennedy
Belfast.....	April 10-15	<i>Fanad Head</i>	McLean Kennedy

## Departures from Saint John—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
<b>Norway—</b>			
Oslo.....}	March 17–18	<i>Lyngenfjord</i>	March Shipping
Kristiansand.....}			
Stavanger.....}			
Bergen.....}			
<b>Philippines—</b>			
Manila.....}	March 23–27	<i>City of Lucknow</i>	McLean Kennedy
Manila.....}	April 17	<i>City of Rochester</i>	McLean Kennedy
<b>Poland—</b>			
Gdynia.....}	Mar. 27–Apr. 2	<i>Mont Rolland</i>	Montreal Shipping
<b>United Kingdom—</b>			
Avonmouth.....}	March 10–17	<i>Carmia</i> (r)	Cunard Donaldson
Avonmouth.....}	Mar. 30–Apr. 3	<i>Norwegian</i>	Cunard Donaldson
Avonmouth.....}	April 13–20	<i>Salacia</i> (r)	Cunard Donaldson
Glasgow.....}	March 17–22	<i>Moveria</i> (r)	Cunard Donaldson
Glasgow.....}	April 6–13	<i>Delilian</i> (r)	Cunard Donaldson
Glasgow.....}	April 9–16	<i>Carmia</i>	Cunard Donaldson
Hull.....}	March 16–20	<i>Consuelo</i> (r)	McLean Kennedy
Leith.....}	March 22–27	<i>Cairnavon</i>	Furness Withy
Liverpool.....}	March 16–20	<i>Lord Glentoran</i>	McLean Kennedy
Liverpool.....}	Mar. 26–Apr. 1	<i>Benverford</i>	Canadian Pacific
Liverpool.....}	Mar. 30–Apr. 6	<i>Hillcrest Park</i>	Cunard Donaldson
Liverpool.....}	Mar. 29–Apr. 7	<i>Port Sydney</i> (r)	Cunard Donaldson
Liverpool.....}	April 7	<i>Empress of Canada</i> (r)	Canadian Pacific
Liverpool.....}	April 10–15	<i>Fanad Head</i>	McLean Kennedy
London.....}	March 10–16	<i>Beaverdell</i> (r)	Canadian Pacific
London.....}	March 12–16	<i>Beaverburn</i> (r)	Canadian Pacific
London.....}	March 16–25	<i>Port Melbourne</i> (r)	Cunard Donaldson
London.....}	March 18	<i>Beaverglen</i> (r)	Canadian Pacific
London.....}	March 22–30	<i>Asia</i> (r)	Cunard Donaldson
London.....}	March 24–30	<i>Beaver Cove</i> (r)	Canadian Pacific
London.....}	April 8–15	<i>Arabia</i>	Cunard Donaldson
Manchester.....}	March 8–13	<i>Manchester</i>	Furness Withy
Manchester.....}	March 15–20	<i>Commerce</i> (r)	Furness Withy
Manchester.....}	March 22–27	<i>Manchester City</i> (r)	Furness Withy
Manchester.....}	Mar. 29–Apr. 3	<i>Manchester Regiment</i> (r)	Furness Withy
Manchester.....}	April 5–10	<i>Manchester Progress</i> (r)	Furness Withy
Manchester.....}		<i>Manchester Trader</i> (r)	Furness Withy
Newcastle.....}	March 22–27	<i>Cairnavon</i>	Furness Withy
<b>West Indies—</b>			
British Guiana.....}	March 20–25	<i>Wentworth Park</i>	Saguenay Terminals
<b>Venezuela—</b>			
La Guaira.....}	March 16–20	<i>Apollo</i> (r)	Saguenay Terminals
Maracaibo.....}	April 13–18	<i>Benny</i> (r)	Saguenay Terminals
La Guaira.....}	March 20–25	<i>Wentworth Park</i>	Saguenay Terminals
Puerto Cabello.....}			

In respect to individual markets, it may be noted that five to six documents are required for most overseas shipments, namely: Ocean Bill of Lading; Commercial Invoice, Insurance Policy or Certificate, Draft, Customs Invoice or Certificate of Origin (British Empire Countries), Consular Invoice or Certificate of Origin (Non-British Countries), and Packing List. (*See our ABC of Canadian Export Trade, page 20.*)



## Departures from Vancouver

Ships listed under "Departures from Vancouver" may possibly be loading in addition at New Westminster. Exporters should communicate with agents in Vancouver to obtain information concerning loading dates berths, available cargo space and rates.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>Africa-East—</b>			
Lourenço Marques..	March 14-31	<i>Lake Okanagan</i>	North Pacific Shipping
Lourenço Marques..	April	<i>Silvermaple</i>	Dingwall Cotts
Lourenço Marques..	April	<i>Radja</i>	Dingwall Cotts
Lourenço Marques..	May	<i>Silverteak</i>	Dingwall Cotts
<b>Africa-South—</b>			
Cape Town.....	April	<i>Silvermaple</i>	Dingwall Cotts
Port Elizabeth.....	April	<i>Radja</i>	Dingwall Cotts
East London.....	Apr. 24-May 9	<i>Lake Minnewanka</i>	North Pacific Shipping
Durban.....	May	<i>Silverteak</i>	Dingwall Cotts
Cape Town.....	March 9-23	<i>Tureby</i>	North Pacific Shipping
Port Elizabeth.....			
Durban.....			
East London .....	March 14-31	<i>Lake Okanagan</i>	North Pacific Shipping
Durban.....			
<b>Africa-West—</b>			
Walvis Bay.....	March 14-31	<i>Lake Okanagan</i>	North Pacific Shipping
<b>Argentina—</b>			
Buenos Aires.....	April 6	<i>George R. Holmes</i>	Balfour Guthrie
<b>Australia—</b>			
Melbourne.....	April 30	<i>Waitemata</i>	Canadian Australasian
Sydney.....			
Sydney.....	April 8	<i>Wairuna</i>	Canadian Australasian
Sydney.....	March 24	<i>Waitomo</i>	Canadian Australasian
Hobart.....			
Sydney.....	March	<i>Mirrabooka</i>	Empire Shipping
Melbourne.....			
Adelaide.....			
Adelaide.....	April 20	<i>Parrakoola</i>	Empire Shipping
<b>Belgium—</b>			
Antwerp.....	March 22	<i>Seattle (r)</i>	Gardner Johnson
Antwerp.....	April 28	<i>Paraguay (r)</i>	Gardner Johnson
Antwerp.....	May 8	<i>La Plata (r)</i>	Gardner Johnson
<b>Burma—</b>			
Rangoon.....	March 24	<i>Java Mail</i>	American Mail Line
Rangoon.....	April 5	<i>Samarinda</i>	Dingwall Cotts
Rangoon.....	April 23-24	<i>Oregon Mail</i>	American Mail Line
<b>Brazil—</b>			
Santos.....	April 6	<i>George R. Holmes</i>	Balfour Guthrie
<b>Canal Zone—</b>			
Balboa.....	March 18	<i>Santa Juana (r)</i>	Gardner Johnson
Balboa.....	March 31	<i>Coastal Adventurer (r)</i>	Gardner Johnson
Balboa.....	April 6	<i>Santa Flavia (r)</i>	Gardner Johnson
Balboa.....	April 9	<i>Gunner's Knot</i>	Gardner Johnson
Balboa.....	April 20	<i>Coastal Nomad</i>	Gardner Johnson
Balboa.....	May 4	<i>Santa Adela (r)</i>	Gardner Johnson
Cristobal.....	April 9	<i>Gunner's Knot</i>	Gardner Johnson
Cristobal.....	April 20	<i>Coastal Nomad</i>	Gardner Johnson
<b>Ceylon—</b>			
Colombo.....	March 18	<i>Lombok</i>	Dingwall Cotts
Colombo.....	March 24	<i>Java Mail</i>	American Mail Line
Colombo.....	April 10	<i>Höegh Silvercrest</i>	Dingwall Cotts
Colombo.....	April 23-24	<i>Oregon Mail</i>	American Mail Line

## Departures from Vancouver—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Chile—</b>			
Arica.....	March 18	<i>Santa Juana</i> (r)	Gardner Johnson
Antofagasta.....	April 6	<i>Santa Flavia</i> (r)	Gardner Johnson
Valparaiso.....	May 4	<i>Santa Adela</i> (r)	Gardner Johnson
<b>China—</b>			
Shanghai.....	Mar. 22-Apr. 6	<i>Lake Tatla</i>	Empire Shipping
Shanghai.....	April 1-2	<i>Canada Mail</i>	American Mail Line
Shanghai.....	Apr. 27-May 12	<i>Lake Cowichan</i>	Anglo Canadian
Shanghai.....	April	<i>A Ship</i>	Gardner Johnson
Shanghai.....	April 13-14	<i>Canada Mail</i>	American Mail Line
Taku Bar.....	April 14	<i>Vilja</i>	Empire Shipping
<b>Colombia—</b>			
Buenaventura.....	March 18	<i>Santa Juana</i> (r)	Gardner Johnson
Buenaventura.....	April 6	<i>Santa Flavia</i> (r)	Gardner Johnson
Buenaventura.....	May 4	<i>Santa Adela</i> (r)	Gardner Johnson
<b>Cook Islands—</b>			
Raratonga.....	April 8	<i>Wairuna</i>	Canadian Australasian
<b>Costa Rica—</b>			
Puntarenas.....	April 9	<i>Gunner's Knot</i>	Gardner Johnson
Golfito.....	April 20	<i>Coastal Nomad</i>	Gardner Johnson
<b>Ecuador—</b>			
Guayaquil.....	March 18	<i>Santa Juana</i> (r)	Gardner Johnson
Guayaquil.....	April 6	<i>Santa Flavia</i> (r)	Gardner Johnson
Guayaquil.....	May 4	<i>Santa Adela</i> (r)	Gardner Johnson
<b>Egypt—</b>			
Alexandria.....	Mar. 22-Apr. 6	<i>Lake Athabasca</i>	Canada Shipping
<b>Fiji Islands—</b>			
Lautoka.....	March 24	<i>Waitomo</i>	Canadian Australasian
Suva.....	March 18	<i>Wairata</i>	Canadian Australasian
<b>Greece—</b>			
Piraeus.....	March	<i>John B. Hamilton</i>	Empire Shipping
<b>Guatemala—</b>			
San Jose.....	March 31	<i>Coastal Adventurer</i> (r)	Gardner Johnson
<b>Honduras—</b>			
Amapala.....	April 9	<i>Gunner's Knot</i>	Gardner Johnson
Amapala.....	April 20	<i>Coastal Nomad</i>	Gardner Johnson
<b>Hong Kong</b>	April	<i>A Ship</i>	Gardner Johnson
	April 1-2	<i>Canada Mail</i>	American Mail Line
	April 14	<i>Francisville</i>	Balfour Guthrie
	May 14	<i>Bougainville</i>	Balfour Guthrie
<b>India and Pakistan—</b>			
Bombay.....	March 18	<i>Lombok</i>	Dingwall Cotts
Calcutta.....			
Bombay.....	April 10	<i>Höegh Silvercrest</i>	Dingwall Cotts
Karachi.....			
Madras.....	March 24	<i>Java Mail</i>	American Mail Line
Calcutta.....	April 5	<i>Samarinda</i>	Dingwall Cotts
	April 23-24	<i>Oregon Mail</i>	American Mail Line
<b>Italy—</b>			
Genoa.....	March	<i>John B. Hamilton</i>	Empire Shipping
<b>Japan—</b>			
Yokohama.....	March 23-24	<i>Washington Mail</i> (r)	American Mail Line
Yokohama.....	April 1-2	<i>Canada Mail</i>	American Mail Line
Yokohama.....	April 23-24	<i>Oregon Mail</i>	American Mail Line

## Departures from Vancouver—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Malaya—</b>	March 18	<i>Lombok</i>	Dingwall Cotts
Penang.....	March 24	<i>Java Mail</i>	American Mail Line
Port Swettenham...	April 14	<i>Francisville</i>	Balfour Guthrie
	April 23–24	<i>Oregon Mail</i>	American Mail Line
	May 14	<i>Bougainville</i>	Balfour Guthrie
<b>Mediterranean—</b>			
Central and			
Western Area.....	Mar. 21–Apr. 5	<i>Lake Athabasca</i>	Canada Shipping
<b>Mexico—</b>			
Manzanillo.....	April 9	<i>Gunner's Knot</i>	Gardner Johnson
Acapulco.....	April 20	<i>Coastal Nomad</i>	Gardner Johnson
<b>Netherlands East</b>	March 24	<i>Java Mail</i>	American Mail Line
<b>Indies—</b>	April 5	<i>Samarinda</i>	Dingwall Cotts
Batavia.....	April 10	<i>Høegh Silvercrest</i>	Dingwall Cotts
Soerabaya.....	April 14	<i>Francisville</i>	Balfour Guthrie
	April 23–24	<i>Oregon Mail</i>	American Mail Line
	May 14	<i>Bougainville</i>	Balfour Guthrie
Batavia.....	March 18	<i>Lombok</i>	Dingwall Cotts
<b>New Zealand—</b>			
Auckland.....	March 18	<i>Wairata</i>	Canadian Australasian
Wellington.....	April 8	<i>Wairuna</i>	Canadian Australasian
	April 30	<i>Waitemata</i>	Canadian Australasian
<b>Palestine—</b>			
Haifa.....	March	<i>John B. Hamilton</i>	Empire Shipping
<b>Peru—</b>			
Callao.....			
Mollendo.....	March 18	<i>Santa Juana (r)</i>	Gardner Johnson
Lobitos.....	April 6	<i>Santa Flavia (r)</i>	Gardner Johnson
Talara.....	May 4	<i>Santa Adela (r)</i>	Gardner Johnson
Ilo.....			
<b>Philippines—</b>			
Manila.....	April 1–2	<i>Canada Mail</i>	American Mail Line
Iloilo.....	April 14	<i>Francisville</i>	Balfour Guthrie
Cebu.....	May 14	<i>Bougainville</i>	Balfour Guthrie
Manila.....	April 13–14	<i>Canada Mail</i>	American Mail Line
Cebu.....	March 18	<i>Lombok</i>	Dingwall Cotts
Manila.....			
Iloilo.....	April 5	<i>Samarinda</i>	Dingwall Cotts
Manila.....	March 24	<i>Java Mail</i>	American Mail Line
Manila.....	April	<i>A Ship</i>	Gardner Johnson
Manila.....	April 10	<i>Høegh Silvercrest</i>	Dingwall Cotts
Manila.....	April 14	<i>Vilja</i>	Empire Shipping
Manila.....	April 23–24	<i>Oregon Mail</i>	American Mail Line
<b>Salvador—</b>			
La Union.....	April 9	<i>Gunner's Knot</i>	Gardner Johnson
La Libertad.....	April 20	<i>Coastal Nomad</i>	Gardner Johnson
San Salvador.....			
<b>Singapore.....</b>	March 18	<i>Lombok</i>	Dingwall Cotts
	March 24	<i>Java Mail</i>	American Mail Line
	April 1–5	<i>Samarinda</i>	Dingwall Cotts
	April 10	<i>Høegh Silvercrest</i>	Dingwall Cotts
	April 14	<i>Francisville</i>	Balfour Guthrie
	April 23–24	<i>Oregon Mail</i>	American Mail Line
	May 14	<i>Bougainville</i>	Balfour Guthrie
<b>Society Islands—</b>			
Papeete.....	April 8	<i>Wairuna</i>	Canadian Australasian
Papeete.....	April 30	<i>Waitemata</i>	Canadian Australasian
<b>Sweden—</b>			
Gothenburg.....	March 20	<i>Panama (r)</i>	Gardner Johnson
Helsingborg.....	March 22	<i>Seattle (r)</i>	Gardner Johnson
Malmö.....	April 28	<i>Paraguay (r)</i>	Gardner Johnson
Stockholm.....	May 8	<i>La Plata (r)</i>	Gardner Johnson



## Departures from Vancouver—Concluded

Destination	Loading Date	Vessel	Operator or Agent
<b>Taiwan</b> .....	Mar. 22-Apr. 6	<i>Lake Tatla</i>	Empire Shipping
<b>Tonga</b> —			
Nukualofa.....	April 30	<i>Waitemata</i>	Canadian Australasian
<b>United Kingdom</b> —			
Liverpool.....	Mid-April	<i>Pacific Exporter</i>	Furness Pacific
Manchester.....	Mid-April	<i>Pacific Stronghold</i>	Furness Pacific
	Late May	<i>Pacific Importer</i>	Furness Pacific
London.....	March 22	<i>Seattle (r)</i>	Gardner Johnson
London.....	Mar. 24-Apr. 8	<i>Lake Lillooet</i>	Western Canada
London.....	Mar. 26-Apr. 10	<i>Lake Babine</i>	Western Canadian
London.....	April 14-29	<i>Lake Kootenay</i>	Empire Shipping
London.....	April 24-May 9	<i>Lake Sicamous</i>	Anglo Canada
London.....	Apr.-May	<i>Corrientes</i>	Balfour Guthrie
<b>Uruguay</b> —			
Montevideo.....	April 6	<i>George R. Holmes</i>	Balfour Guthrie
<b>Venezuela</b> —			
Puerto Rico.....	April 6	<i>George R. Holmes</i>	Balfour Guthrie

### Egyptian Population Being Reinoculated

Cairo, February 17, 1948.—Although Egypt has been declared free of cholera, the entire population of this country is being reinoculated, as part of the government's precautionary measures to prevent any recurrence of last year's epidemic.

Canadian businessmen are reminded that they must carry the International Certificate of Inoculation and Vaccination, issued by the Department of National Health and Welfare in Canada. This must be completed in respect of smallpox vaccination and also yellow fever inoculation, if their travels should take them through the yellow fever zone, i.e., the Anglo-Egyptian Sudan. This will apply, of course, to all businessmen entering Cairo from South Africa, for example.

The yellow fever certificate must be completed in all respects, including the batch number of the serum used, otherwise visitors to this country will be detained in quarantine. Furthermore, ten days must elapse from the date of inoculation to that of entry into Egypt. Reinoculation is necessary after a lapse of four years.

### Assistant Trade Commissioners Start Tour of West

Eight assistant trade commissioners, who have been in training at headquarters in Ottawa, are scheduled to leave this week-end on a two-month tour of Central and Western Canada, during which they will visit more than one hundred industrial plants, together with government officials and businessmen. Last October they visited Quebec and the Maritimes, where they were enabled to familiarize themselves with many of the industries of Canada's eastern provinces. This phase of their instruction is of great importance, in that these officers are enabled to learn much about the problems of various regions, and to establish connections that will assist them in rendering more effective service on reaching their foreign posts.

Assistant trade commissioners making this tour are: L. A. Campeau, of Quebec City; A. A. Caron, of Quebec City; C. M. Forsyth-Smith, of Wolfville, N.S.; T. F. Harris, of Ottawa; D. M. Holton, of Toronto; H. J. Horne, of New Westminster, B.C.; J. E. P. Lancaster, of Toronto; and R. K. Thomson, of Vancouver.

# Foreign Trade Service Abroad

Cable address:—*Canadian*, unless otherwise shown.

Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

## Argentina

*Buenos Aires*—H. L. BROWN, Commercial Secretary, Canadian Embassy, Bartolomé Mitre 478.

Territory includes Uruguay and Paraguay.

*Buenos Aires*—W. B. McCULLOUGH, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Bartolomé Mitre 478.

## Australia

*Sydney*—C. M. CROFT, Commercial Counsellor for Canada, City Mutual Life Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.

Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

*Sydney*—Dr. W. C. HOPFER, Commercial Secretary for Canada (Agricultural Specialist), City Mutual Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.

*Melbourne*—F. W. FRASER, Commercial Secretary for Canada, 83 William Street. Territory includes States of Victoria, South Australia, Western Australia, and Tasmania.

## Belgian Congo

*Leopoldville*—L. H. AUSMAN, Canadian Government Trade Commissioner, Forescom Building. Address for letters: Boite Postale 373.

Territory includes Angola and French Equatorial Africa.

## Belgium

*Brussels*—B. A. MACDONALD, Commercial Secretary, Canadian Embassy, 46 rue Montoyer.

## Brazil

*Rio de Janeiro*—MAURICE BÉLANGER, Commercial Secretary, Canadian Embassy, Ed. Metropole, Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

*São Paulo*—J. C. DEPOCAS, Canadian Government Trade Commissioner, Canadian Consulate, Edificio Alois, Rua 7 de Abril 252. Address for letters: Caixa Postal 6034.

## Chile

*Santiago*—J. L. MUTTER, Commercial Secretary, Canadian Embassy, Bank of London and South American Building. Address for letters: Casilla 771.

Territory includes Bolivia.

## China

*Shanghai*—L. M. COSGRAVE, Commercial Counsellor for Canada, 27 The Bund. Postal District (0).

## Colombia

*Bogotá*—H. W. RICHARDSON, Acting Canadian Government Trade Commissioner, Edificio Colombiana de Seguros. Address for letters: Apartado 1618. Address for air mail: Apartado Aereo 3562.

Territory includes Republic of Panama and the Canal Zone.

## Cuba

*Havana*—R. G. C. SMITH, Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.

Territory includes Haiti, Dominican Republic and Puerto Rico.

## Egypt

*Cairo*—J. M. BOYER, Canadian Government Trade Commissioner, 22 Shari Kasr el Nil. Address for letters: Post Office Box 1770.

Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria and Iran.

## France

*Paris*—YVES LAMONTAGNE, Commercial Counsellor, Canadian Embassy, 3 rue Scribe. Territory includes Switzerland, Algeria, French Morocco and Tunisia.

*Paris*—J. H. TREMBLAY, Commercial Secretary (Agricultural Specialist), Canadian Embassy, 3 rue Scribe.

Territory includes Belgium, Denmark, France and the Netherlands.

## Germany

*Frankfurt*—D. W. JACKSON, Canadian Economic Representative, % Allied Contact Section, H.Q. EUCOM, Frankfurt, A.P.O. 757, U.S. Army.

Cable address, *Canadian Frankfurt/Main*.

## Greece

*Athens*—T. J. MONTY, Commercial Secretary, Canadian Embassy, 31 Vassilissis Sophias Avenue.

Territory includes Turkey.

## Guatemala

*Guatemala City*—C. B. BIRKETT, Canadian Government Trade Commissioner, Post Office Box 400.

Territory includes Costa Rica, El Salvador, Honduras and Nicaragua.

## Hong Kong

*Hong Kong*—K. F. NOBLE, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126.

Territory includes South China, the Philippine Islands and French Indo-China.

## India

*Bombay*—RICHARD GREW, Commercial Secretary for Canada, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886.

Territory includes Burma and Ceylon.

## Ireland

*Dublin*—H. L. E. PRIESTMAN, Commercial Secretary for Canada, 66 Upper O'Connell Street.

*Belfast*—H. L. E. PRIESTMAN, Canadian Government Trade Commissioner, 36 Victoria Square.

## Italy

*Rome*—J. P. MANION, Commercial Secretary, Canadian Legation, via Saverio Mercadante 15-17. Address for letters: Casella Postale 475. (Telephones—471-597 and 470-708.)

Territory includes Czechoslovakia, Malta, Yugoslavia and Libya.



# Foreign Trade Service Abroad—Concluded

## Jamaica

*Kingston*—M. B. PALMER, Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.  
Territory includes the Bahamas and British Honduras.

## Mexico

*Mexico City*—D. S. COLE, Commercial Counsellor, Canadian Embassy, Edificio Internacional, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

## Netherlands

*The Hague*—J. A. LANGLEY, Commercial Counsellor, Canadian Embassy, Sophialaan 1-A.

## Newfoundland

*St. John's*—J. C. BRITTON, Commercial Secretary, Office of the High Commissioner for Canada, Circular Road.

## New Zealand

*Wellington*—P. V. McLANE, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 1660.  
Territory includes Fiji and Western Samoa.

## Norway

*Oslo*—S. G. MACDONALD, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5.  
Territory includes Denmark and Greenland.

## Pakistan

*Karachi*—G. A. BROWNE, Acting Canadian Government Trade Commissioner. Address for letters: Post Office Box 531.

## Peru

*Lima*—C. J. VAN TIGHEM, Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.  
Territory includes Ecuador.

## Portugal

*Lisbon*—L. S. GLASS, Canadian Government Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.  
Territory includes the Azores and Madeira, Spain, Spanish Morocco, the Canary Islands and Gibraltar.

## Singapore

*Singapore*—PAUL SYKES, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.  
Territory includes Federation of Malaya, North Borneo, Brunei, Sarawak, Siam and Netherlands East Indies.

## South Africa

*Johannesburg*—J. H. ENGLISH, Commercial Counsellor for Canada, Mutual Buildings, Harrison Street. Address for letters: Post Office Box 715.  
Territory includes Transvaal, Natal, Southern Rhodesia, Northern Rhodesia, Mozambique or Portuguese East Africa, Kenya, Nyasaland, Tanganyika and Uganda.  
Cable address, *Cantracom*.  
*Cape Town*—S. V. ALLEN, Commercial Secretary for Canada, New South African Mutual Buildings, 21 Parliament Street. Address for letters: Post Office Box 683.  
Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar.  
Cable address, *Cantracom*.

## Sweden

*Stockholm*—F. H. PALMER, Commercial Counsellor, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042.  
Territory includes Finland.

## Trinidad

*Port-of-Spain*—T. G. MAJOR, Canadian Government Trade Commissioner, Colonial Life Insurance Building. Address for letters: Post Office Box 125.  
Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, and the French West Indies.

## United Kingdom

*London*—A. E. BRYAN, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, *Sleighing, London*.

*London*—R. P. BOWER, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Territory includes the South of England, East Anglia and British West Africa (Gold Coast, Sierra Leone and Nigeria).

Cable address, *Sleighing, London*.

*London*—W. B. GORNALL, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, *Cantracom, London*.

*London*—R. D. ROE, Commercial Secretary (Timber Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, *Timcom, London*.

*Liverpool*—M. J. VECHSLER, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.

Territory includes the Midlands, North of England and Wales.

*Glasgow*—G. F. G. HUGHES, Acting Canadian Government Trade Commissioner, 200 St. Vincent Street.

Territory covers Scotland and Iceland.

Cable address, *Cantracom*.

## United States

*Washington*—H. A. SCOTT, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

*Washington*—G. R. PATERSON, Commercial Secretary (Agricultural Specialist), Canadian Embassy, 1746 Massachusetts Avenue, N.W.

*New York City*—M. T. STEWART, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Centre.

Territory includes Bermuda.

Cable address, *Cantracom*.

*Chicago*—EDMOND TURCOTTE, Consul-General for Canada, Suite 800, Chicago Daily News Building, 400 West Madison Street.

*Los Angeles*—V. E. DUCLOS, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

## Venezuela

*Caracas*—C. S. BISSETT, Canadian Government Trade Commissioner. Address for letters: Canadian Consulate General, 8° Piso, Edificio America, Esq. Veroes.  
Territory includes Netherlands West Indies.



## Foreign Exchange Quotations

The following are nominal quotations, based on rates available in London or New York and converted into Canadian terms at the mid-rate for sterling or par for United States dollars, as furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Country	Monetary Unit		Nominal Quotations Mar. 1	Nominal Quotations Mar. 8
Argentina.....	Peso	Off.	.2977	.2977
		Free	.2495	.2495
Australia.....	Pound	....	3.2240	3.2240
Belgium and Belgian Congo.....	Franc	....	.0228	.0228
Bolivia.....	Boliviano	....	.0238	.0238
British West Indies (except Jamaica).....	Dollar	....	.8396	.8396
Brazil.....	Cruzeiro	....	.0544	.0544
Chile.....	Peso	Off.	.0517	.0517
		Export	.0322	.0322
Colombia.....	Peso	....	.5714	.5714
Cuba.....	Peso	....	1.0000	1.0000
Czechoslovakia.....	Koruna	....	.0200	.0200
Denmark.....	Krone	....	.2083	.2083
Ecuador.....	Sucre	....	.0740	.0740
Egypt.....	Pound	....	4.1330	4.1330
Eire.....	Pound	....	4.0300	4.0300
Fiji.....	Pound	....	3.6306	3.6306
Finland.....	Markka	....	.0073	.0073
France and French North Africa.....	Franc	....	.0046	.0046
French Empire—African.....	Franc	....	.0079	.0079
French Pacific Possessions.....	Franc	....	.0201	.0201
Haiti.....	Gourde	....	.2000	.2000
Hong Kong.....	Dollar	....	.2518	.2518
Iceland.....	Krona	....	.1541	.1541
India.....	Rupee	....	.3022	.3022
Iraq.....	Dinar	....	4.0300	4.0300
Italy.....	Lira	....	.0017	.0017
Jamaica.....	Pound	....	4.0300	4.0300
Malaya.....	Dollar	....	.4701	.4701
Mexico.....	Peso	....	.2059	.2059
Netherlands.....	Florin	....	.3769	.3769
Netherlands East Indies.....	Florin	....	.3769	.3769
Netherlands West Indies.....	Florin	....	.5302	.5302
New Zealand.....	Pound	....	3.2402	3.2402
Norway.....	Krone	....	.2015	.2015
Pakistan.....	Rupee	....	.3022	.3022
Palestine.....	Pound	....	4.0300	4.0300
Peru.....	Sol	....	.1538	.1538
Philippines.....	Peso	....	.5000	.5000
Portugal.....	Escudo	....	.0403	.0403
Siam.....	Baht	....	.1000	.1000
Spain.....	Peseta	....	.0916	.0916
Sweden.....	Krona	....	.2783	.2783
Switzerland.....	Franc	....	.2336	.2336
Turkey.....	Lira	....	.3571	.3571
Union of South Africa.....	Pound	....	4.0300	4.0300
United Kingdom.....	Pound	....	4.0300	4.0300
United States.....	Dollar	....	1.0000	1.0000
Uruguay.....	Peso	Controlled	.6583	.6583
		Uncontrolled	.5629	.5629
Venezuela.....	Bolivar	....	.2985	.2985

# Trade Publications Available

## ABC of Canadian Export Trade

Copies of this publication, prepared by the Export Division, Foreign Trade Service, may be obtained on application to the King's Printer, Government Printing Bureau, for 25 cents a copy in Canada and 50 cents abroad.

## Canadian Certified Seed Potatoes

Prepared for distribution abroad, in an effort to stimulate the export sale of potatoes, this illustrated folder specifies the six varieties most suitable for shipment to other countries, the classes of seed, and the three classifications. Other information of interest to prospective purchasers is included.

## "Foreign Trade"

Reprint of January 4, 1947, anniversary issue, containing articles on the Canadian Trade Commissioner Service, the history of the *Commercial Intelligence Journal* and preceding weekly publications, short reports from trade commissioners throughout the world on their respective territories, with illustrations.

## Economic Reviews

Reports on economic conditions in various countries, reproduced from the *Commercial Intelligence Journal* and *Foreign Trade*, as follows:

Argentina	Chile
Australia	Colombia and Venezuela
British West Indies and British Guiana	French North Africa
Central America	India
	New Zealand

## Reprints of Special Reports

Articles appearing in the *Commercial Intelligence Journal* and *Foreign Trade* have been reprinted in pamphlet form for distribution by commodity officers and others receiving enquiries on the subject concerned, as follows:

Canadian Tobacco—Production and Consumption  
Industrial Development in Canada  
Canadian Toy Industry  
German Industrial Plants Available for Reparation  
Trade Procedure for Imports from Germany  
The Influence of Geography on Import Trade

## Foreign Trade Service Directory

This sets forth the functions of the six divisions of the Foreign Trade Service, with the directors and other leading officials of each. The government telephone numbers are shown for the convenience of exporters and importers. This includes a list of Canadian Trade Commissioners, with their respective postal and cable addresses, agencies associated with the Foreign Trade Service in the development of commerce with other countries, and a list of the Foreign Commercial Representatives in Canada. (This information, with revisions, is reproduced once a month in *Foreign Trade*.)

## Trade Bulletins and Reports

Detailed information concerning Canadian foreign trade is compiled by the Dominion Bureau of Statistics, to which application should be made. This is issued on an annual, quarterly and monthly basis. The Dominion Statistician is also responsible for compilation of the *Canada Year Book*, the *Canada Handbook* and a number of reports on specific commodities.

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## FOREIGN TRADE SERVICE

OTTAWA  
EDMOND CLOUTIER, C.M.G., B.A., L.Ph.,  
KING'S PRINTER AND CONTROLLER OF STATIONERY  
1948



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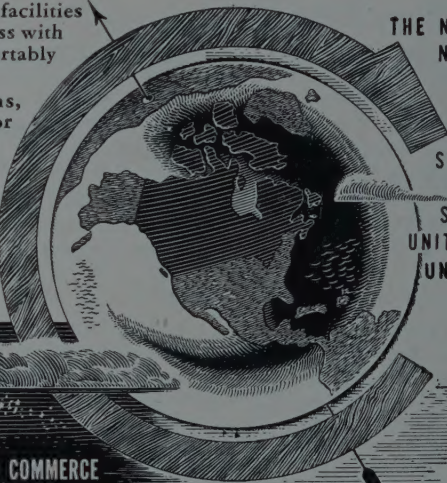
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Official invitations, which are required for admission, may be obtained on application to the Canadian International Trade Fair, Canadian National Exhibition Grounds, Toronto, Canada.

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**DEPARTMENT OF TRADE AND COMMERCE**  
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Prototype of advertisement appearing through March, April and May in some 140 Canadian and United States business and trade publications. A slight change occurs in the text for such advertisements reproduced in the United States.